TWENTY-FIRST ANNUAL MEETING NATIONAL WHOLESALE DRUGGISTS ASSOCIATION

DENVER, 1895

TILLY IS WANTED 3 10 19

Warrant Issued for Employe of Van Schaack & Sons onean Embez-zlement Charge

warrant was issued late this afternoon for the arrest of William Tilly, 30 years of age, on the charge of embezzlement.

The complaining witness was C. P. Van Schaack of the wholesale drug firm of Peter Van Schaack & Sons, for which concern the young man had been employed until six weeks ago as a collector and suburban salesman. The amount alleged to have been embezzled is over \$200.

Tilly was for four years a trusted employe of the drug house. His home was, before

He resigned his position six weeks ago, and almost immediately the shortage was discovered. During the last week he had taken, it is charged, as much money as he could lay hands upon, and left the city on a night train.

It was not until recently that he was located. He is said to be in Wisconsin selling Bryan's free-silver book. Extradition papers will be asked for.

WAS DISCHARGED BECAUSE HE LIED.

Then the Employe Was Unable to Recover from His Employer.

Judge Windes held yesterday that a lie told by an employé annuls the contract between the liar and his employer and that the man of no veracity cannot recover damage because he is fired." This ruling was made in the suit of Samuel Straus against Frank Lewald, Straus was employed by the defendant as a traveling man under contract. He was sent out to cover a certain territory in Michigan. On his return Lewald asked him if he had canvassed a certain town and the traveling man answered that he had. Subsequently the employer discovered that Straus had lied to him, that the latter did not cover the town in question and for this reason alone Straus was discharged and immediately began suit to recover salary under his contract. The evidence showed that Straus had made a false statement to his employer. It was contended in behalf of the traveling man that while he may have misrepresented his whereabouts, yet it was not such a falsehood that resulted in any damage or in any way effected the contract of employment. Judge Windes held that it was material that an employer should know the whereabouts of his traveling men and that a falsehood concerning the same was sufficient cause for discharge.

Pharmacists Discuss Poste Stiing.

MINNEAPOLIS, Aug. 25.—The American Pharmaceutical Association to-day, after a warm struggle between the Omaha and Baltimore delegations, decided upon the lafter city as the place for the next annual convention. The time will be fixed later. The afternoon was given up to the commercial section, which discussed price cutting thoroughly, and after deciding that it was an unfulgated evil, ended by electing Joseph Jacobs of Atlanta, Ga., who styles himself the arch fortier, as chairman for the ensuing year. J. Halforbolt of North Carolina was chosen secretary, and Norman Kuhn of Omaha, E. C. Bent of South Dakota and H. F. Hassebrock of St. Louis, advisers.



Chicago Wholesale Business is Satisfactory, But Not the Retail.

Chicago, Dec. 4.—A leading Chicago manufacturer said to-day: "We have been very busy up to date, about as busy as we could conveniently be. Trade, with us at least, certainly shows an improvement during the passions the "

Jobbers and agents say that they are doing a satisfac-

Jobbers and agents say that they are doing a satisfactory business. One jobber said this morning: "Business is very satisfactory. Judging from the number of order; and the points from whence they come, it would appear that free box and cartage has removed one of the leading inducements to trade with the smaller centers, and that the trade is seeking the larger markets."

Dealers in glassware and sundries are baving a satisfactory business, the principal drawback in all the line seeming to be that when a retailer fails, which, unfortunately has occurred with tolerable regularity for some time, the man who can get around the quickest gets the store and the other creditors get left. The retailers of the city say that they have nothing favorable to report. store and the other creditors get left. The retailers of the city say that they have nothing favorable to report. A prominent member said to-day: "Stores that were doing a business of from \$50 to \$75 per day have dropped to a daily revenue of \$10 to \$15. It was thought that the minimum had been reached when we got down to a nickel trade, but they come in now and want one and two cents' worth. It is only a question of time when we shall reach the bottom and find that even the bottom has been knocked out."



The Baxter Proprietary Medicine Bill Peter Van Schaack, head of the wholesale drug house of Peter Van Schaack & Sons, in answer to the question, "What do you the about the Baxter bill now before the assembly at Springfiel "said: "Why, I think it only another sandbagging bill-it is in keeping with one once before that august body—at that time I yielded to the solicitation of a large number of proprietors and went down to Springfield and argued the Juestion before the Senate and House. We were successful in killing the obnoxious thing by argument and not 'boodle' as many of them at first expected. Several times a bill for like object has been before the New York State legislature, and once or twice in several other states, but like Banquo's ghost, will not d

"The apparent indifference of the city and state jobbing drug trade is indeed wonderful. Should the law be enacted. they will wake up to find themselves in a nice pickle, thousands of dollars of proprietary goods on their hands to return to proprietors to be fixed up-showing the formula, etc. The amount of labor and expense that the jobbing trade would suffer cannot be easil estimated. The proprietors themselves would also be large los rs, but they can fight their own battles; for our own tribulations would be heavy enough. The indifference of the trade in regard to this bill is in keeping with their inaction as regards the bill known as the 'Pure Food Bill.' One similar to that measure became a law in Ohio, costs the jobbing dr of that late a large sum of money and great annoyan oss of time, with no one interested in it but 'informers, get half the fines. The interested in it but 'informers, g Illinois bill is liable to become a aw.

"As regards the Baxter bill, if the state desires to drive out all proprietary medicine manufacturers, the bill will accomplish that object—that means cutting off many employees, consumption of material etc. Indiana or some adjoining state will reap the benefit, lessening the resources of our own state. This may be good business policy, but I fail to see it; but a body that can endorse the Humphrey bill, can 'see' anything that will touch the itching palms of their hands. God only can save our country unless we get more honest framers of our laws. A strong delegation ought to go to Springfield and fight both bills. Laws once on the statute books are diffi-

cult to get repealed, no matter how obnoxious."

H. W. Snow, manager of the United States Pharmacal Company, makers of the "New Century Remedies," says:

"I have always been in favor of laws that will regulate the proprietary medicine trade, in order to protect the public against unwholesome and injurious compounds. Such laws, if wisely and honestly framed and vigorously enforced, cannot result in injury to the better class of proprietors who have faith in the merit of their goods. The proposed law, in my judgment, will fail in providing the remedy the present situation requires, while the intention of its supporters may be honest and their endeavors in the right direction. As an stance of the faulty construction of the bill, I might point the provision which states that "on the label or wrapper be printed the ingredients contained in such box, pack-

THE DIVICE

. Mich., Is Taken by the Sturdy Vans.

DAY OF REJOICING.

Thousands View the Parade and Hear Speeches.

BUTES TO THE RACE.

and, Mich., Aug. 25.—[Special.]— ty-five thousand people crowded into ity today to celebrate the semi-cenof Dutch immigration into the great west. Every one of the Dutch.

ter a band concert and fireworks came banquet at the Hotel Macatawa, which reached by boats. The feast began at p, m. and ended at midnight. Mr.

kema was toastmaster. he list of toasts printed in The Tribune he list of toasts printed in The Tribuna yesterday met with responses save in the se of W. E. Quinby of Detroit, ex-Min-er to The Hague, who was to discuss "The acen." He was not present. William iden Smith again represented Governor agree in a short talk on "The State." Peter Van Schaack of Chicago, in respond-g to the toast, "The Dutchman," said in

am credibly informed by the highest authority on natural history (of Hope College) that the Dutchman is amphibious, because he can live in the water in building his dikes and embankments, and then again live on the land he has so industriously con-

"Now, the Dutchman, they tell us, is slow, but all the world admits that whatever he does he does heartily and thoroughly. A few days ago I heard of a man falling from a six-story building in Philadelphia, but they are all so very slow there in their movements that the fall did not hurt him, That is the only way Dutchmen can be beaten by the Quakers.

"Talk about nobility, why, Holland contains more nobility than all of Europe, for are not all their women Dutchesses?
"Talk about Paris leading the fashion of the world! Why, they copied the Dutchman's breeches and by mistake put them

on the ladies' arms.
"It was Dutchmen who inaugurated the "It was Dutchmen who inaugurated the public school system, despite the claims of our New England friends and the efforts of the schoolmarms they have sent broadcast throughout the land to teach the error. "It was Dutchmen who taught our country how to form a constitution."

—Peter Van Schaack is down for a toast entitled "The Dutchman," at the semi-centennial banquet given at Holland, Mich., on Aug. 25, in honor of the founding of that town. In response to the telegram from Mayor Diekema apprising him of the toast, Mr. Van Schaack wired: "A Dutchman always responds to a eall for duty."

"THE TIMES" IS AN IDEAL PAPER.

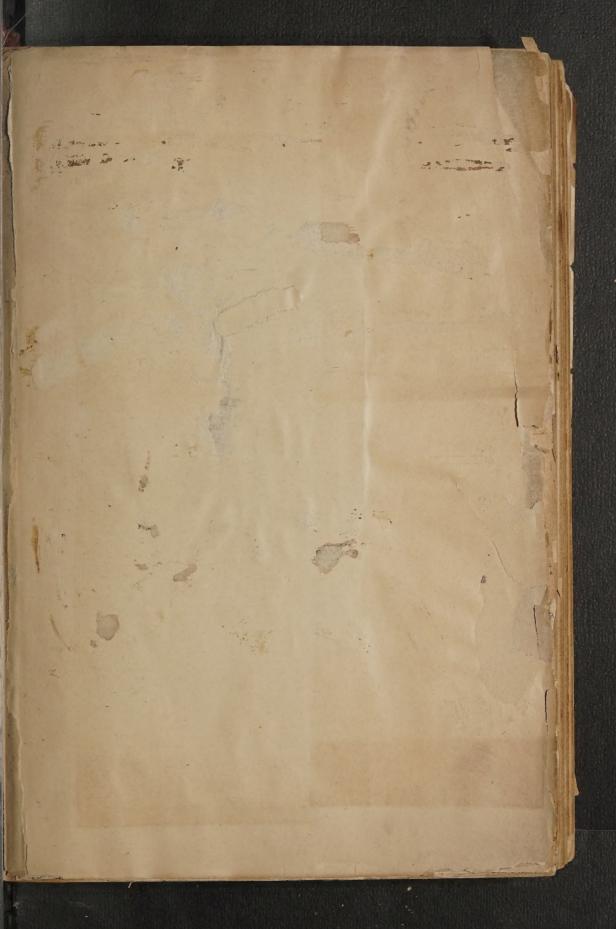
Mr. Peter Van Schaack 'Talks About the Greatest Journal in the Country.

"What's got into THE TIMES lately?" said Peter Van Schaack, the founder of the "Old Salamander drug house," yesterday.

"News, probably," ventured the reporter timidly. "Well, I should think that was about the size of

it," was the response. "I have taken the paper a great many years and I have never seen so wonderful an improvement in any daily as that accomplished in the short time since the present management took possession. There is the same thoroughly fearless and independent spirit exhibited that was shown in the best days of Wilbur F. Storey, and there is a marked originality in the manner of preparing and condensing the news in s. ong contrast with its contemporaries. As a busy man I have little time to plow through blanket-sheets, save on Sundays, and THE TIMES is now my ideal. It is also the handsomest paper in Chicago, if not in the United States, and I am not alone in my activate of the last save the same of th I am not alone in my estimate of the elements that go to make up its present popularity. I have just returned from Mackinaw and Waukesha, and in both places there were more copies of THE TIMES sold than of any other two papers. I will start for New York at noon, take in the meeting of the National Wholesale Drug association at Saratoga on the way, and spend about a week fishing in the deep, deep sea.

Peter Van Schaack said the sales for the past year indicated an undeniable increase in the use of morphine. "No, I have no means of saying directly where the larger proportion is retailed or in what particular locality, but I have good reasons for thinking that the great market is in and about what are called the tough districts. I do desire to say, though, that the morphine habit seems to have a steady growth and it is rapidly becoming the bane of our nation. It does appear as though physicians often do not appreciate the future danger of the habit when prescribing the article to patients. The introduction of cocaine-hydrochlorate has been used as a substitute for the sulphate-morphia. The present low price of morphia, owing to the depressed value of opium, has made it a less tax on consumers, the price being unprecedentedly low, but so horrible is the babit that the victim will often pawn an overcoat in midwinter to secure the means to satisfy his craving. Of course, as exclusively jobbers, we do not come in contact with the consumers of the article, but from the large purchases made by the retail trade we can flood as Mazeypa, Later on was brought out. The Elephants of Siam, on Things of the constitution of the co or, The Wild Horse of Tartary," with Mr. or, Female Curiosity" was produced March I, 1858, with performing elephants and horses, and the following week "Maxeppa;





Bowles Colgate.

Bowles Colgate is the senior member of the historic house of Colgate & Company, manufacturers of soaps and perfumes. He is a man of the old school, frank, kind-hearted, affable, a type which unhappily is becoming rare. Unlike the other members of the firm, he is not a Baptist, being a member of the Madison Avenue Methodist Church of New York, but he shows the family resemblance in his interest in religious work, all his time not devoted to his business and his family being spent in advancing the interests of the Methodist denomination. He was born in Brooklyn in 1846 and came to work with Colgate & Co. when he was fifteen years of age.

Mr. Colgate's special work in the house has been the sales department of the business. Probably few men in the trade are better posted than he concerning the credit of buyers. He resides at 50 East Fifty-seventh street and has a son and daughter, the son being associated with him in business. The only club of which he is a member is the Drug Club.

Colgate & Co. is probably the oldest soap house in the United States, having been founded in 1806, by William Colgate, who shortly afterward took his brother, Bowles, into partnership with him. Samuel Colgate, who died in Orange on April 23, was one of William Colgate's sons. The subject of this sketch is a grandson of the original Bowles Colgate, and is, therefore, a second cousin of Samuel Colgate, his father, Charles C. Colgate, having been Samuel Colgate's cousin. Samuel Colgate's sons, Richard M., Gilbert, Sidney M. and Austen Colgate, are also members of the firm.

Frank L. E. Gauss.

One of the rising pharmaceutical establishments of the country is the Searle & Hereth Co. of Chicago. Starting in a small way in 1890, and soliciting at first local trade only, the volume of their business has increased until now they may fairly be ranked among the leading manufacturers of pharmaceuticals in the United States.

They have recently found it necessary to open an office in St. Louis, and have placed it in charge of Mr. Frank L. E. Gauss. Mr. Gauss is a native of St. Louis, having been born here on May 2, 1870, and is a son-in-law of Mr. E. Sprague, at one time publisher of the NATIONAL



DRUGGIST. Mr. Gauss' connection with the drug trade began in 1885, in Chicago, when he accepted a position with the wholesale drug house of Humiston, Keeling & Co. For the past six years he has been city salesman for the well-known house of Peter Van Schaack & Co. His sterling character, together with his fine presence and good address have made him very popular with the drug trade of Chicago, and we doubt not that the same qualities will win for him the good will of the druggists of St. Louis, who have a reputation the country over for politeness and courtesy to traveling salesmen.

KINDNESS APPRECIATED.

"No charge, sir," said the clerk, as the customer was paying for a seidlitz powder just swallowed. "I have worked in a drug store for eighteen years, and you are the first man that didn't tell me the story about the fellow who took the powders separate. Accept it with my compliments. I appreciate your kindness."



Com Drug Pruly O Eine

PROCEEDINGS

OF THE

National Wholesale Druggists Association

IN CONVENTION AT

DENVER, COLORADO

BROWN PALACE HOTEL

September 2, 3, 4 and 5, 1895.

GEO. B. BOWER,
OFFICIAL STENOGRAPHER.

MINNEAPOLIS: TRIBUNE JOB PRINTING COMPANY Wholesale Druggists on the New Tariff Law.

"It is a good thing all around that the tariff bill has been nally passed," said O. F. Fuller, of Fuller & Fuller. "A good thing for two reasons. In the first place, it is a matter for congratulation that congress has actually disposed of the measure. Its passage is also something to be thankful for on account of the assurance it gives us of sufficient revenue to support the government, and particularly on account of its protective eatures. I believe it will help the country all around. The new law will not affect the drug business. The tariff on naterials entering into our trade is not worth mentioning. the tariff on most of the drugs and chemicals which pay duty s not enough to pay the cost of collection. Quinine comes n free. There is a duty of \$1 a pound on opium, but it has peen discounted in advance and is practically inoperative for he present. There is opium enough in this country right low to supply the trade for at least a year and a half. should have been better pleased if the bill had been passed is it came from the house, and without any tinkering in the nate, but I am glad it is over, anyhow. Now it would be a lessing if congress would not meet again for fifteen years."

Peter Van Schaack, of Peter Van Schaack & Sons, says: The business community will breath freer now they know there they stand in regard to the Tariff-uncertainty of the ture always unsettles business, the election last fall settled

question that the country was to have a new tariff bill it has been pushed through quite as rapidly as the most ite politician even hoped it would be. Sales and collecis and the signs of the times are brighter all along the izon-the coal strike is the only cloud, and prosperity and right business outlook I believe will not long be clouded. vast crops and fair prices all point to a steady improvement. The gain in bank clearance is indicative of improved times in the business and financial world. In the drug line in this market I believe the trade have fully taken advantage of the tariff advance of \$1.00 a pound on opium, and the sequence of the salts-foreign perfumery 10 per cent. and over, mineral waters \$1. and over a case, vanilla beans boracic acid 2 cents 3 pound, advance in tartaric and advance in citric acid cream tartar, sal Rochelle, chloride lime, blue vitriol, iodine, olive oils, phosphorus, bichromate potash, hyphosulphite soda, soda ash, sponges advanced from 10 to 20 per cent.



Reed's Rival as Czar

Accident in a Drughouse.

George Staud, an employe in the house of Peter Van Schaak & Sons, wholesale drug-gists at 138 and 140 Lake street, was burned about the arms and hands yesterday after-noon by the breaking of a carboy of acid. The fluid ran over the floor and began to The fluid ran over the floor and began to eat its way into the wooden planks. A still alarm of fire was sent to engine company No. 40, as it was feared that the acid might explode some of the other chemicals near by. Before the department arrived, however, several of the chemists present had thrown a neutralizing material on the acid and the danger was averted.

The Early Doctor Gets the Worm.

There is usually little humor in that frequent incident in which customers leave town and forget to pay their bills, but when there is, the fact is deserving of wide publication for the benefit of the forlorn and shipwrecked brother, who, reading, shall take heart again.

Dr. F. Gundrum, of Sacramento, Cal., betrays a leaning toward that joyous spirit which puts a gloss upon adversity in a letter to Dundas Dick & Co. He says: "Your tablets acted successfully-but the patient did not. Two days after relieving him of a forty-foot worm he took the 11 p. m. train and left the State, forgetting to pay me for the medicine or my trouble. The only thing he left was the worm-and I got left, too."

Officers 1805=6.

J. C. ELIEL,	Minneapolis.
W. A. HOVER,	Denver.
SECOND VICE-PRESIDENT. HENRY B. GILPIN,	. Baltimore.
JAMES R. OWEN,	. CHICAGO.
F. W. BRAUN,	Los Angeles.
M. A. FALL,	. ATLANTA.
A. B. MERRIAM,	MINNEAPOLIS.
E. L. STRONG,	. CLEVELAND.
BOARD OF CONTROL.	
C. F. WELLER,	. Омана.
FRED L. CARTER,	
FRANK A. FAXON,	
DANIEL MYERS,	
D. D. PHILLIPS,	

Peter Van Schaack & Sons once more present their catalogue, this being their twenty-seventh annual issue. Of its value to the retail druggist we will hardly need to refer for from the fact it is to be found in the most convenient place in every drug store of the North West, is proof enough of its value. We acknowledge with pleasure the receipt of a copy

930944

By the Bottle.

Ethel-Who was that man you just bowed

composer.

Ethel—A composer, did you say?

Penelope—Yes. He manufactures soothing syrup.—[Toronto News.

PRESIDENTS

OF THE

Western Wholesale Druggists Association

NAME CHANGED, NOV. 8, 1882, TO

National Wholesale Druggists Association.

March 15, 1876, Indianapolis,	JAMES RICHARDSON.
February 14, 1877, Pittsburgh,	James Richardson.
February 13, 1878, Louisville,	. ARTHUR PETER.
November 13, 1878, Chicago,	. THOMAS LORD.
November 13, 1879, Milwaukee,	HENRY H. BUTTON.
November 10, 1880, Detroit, THE	odore H. Hinchman.
November 9, 1881, Cincinnati	JAMES S. BURDSAL.
November 8, 1882, Cleveland,	. HORACE BENTON.

NAME CHANGED, NOV. 8, 1882,

...то...

National Wholesale Druggists Association

PRESIDENTS.==Continued.

October 17, 1883, New York City, . WILLIAM A. GELLATLY.
October 22, 1884, St. Louis, CHRISTIAN F. G. MEYER.
October 20, 1885, Philadelphia, Mahlon N. Kline.
September 27, 1886, St. Paul-Minneapolis, . Daniel R. Noves.
August 23, 1887, Boston, E. WALDO CUTLER
September 11, 1888, Saratoga, George A. Kelly
October 22, 1889, Indianapolis, Peter Van Schaack
October 2, 1890, Washington, D. C., DANIEL STEWART
October 21, 1891, Louisville, , WM. A. ROBINSON
September 21, 1892, Montreal, James E. Davis
October 11, 1893, Detroit, FRANK A. FAXON
October 1, 1894, New York City Thos. F. Main
September 4, 1895, Denver, J. C. Eliel



"Are you a fully certificated chemist?"
"I am." "Careful and of great experience?" "Something like fifty years of it."
"Um! Well, you can mix me a penn'orth of borax and honey."—Ally Sloper.

FATAL INTERRUPTION



Pruyn—" Did you ever really know a man to be cured of a disease by a patent medi-cine?"

Fields—"Wall, I can't ezactly say's level did. I knowed one man t' take it reg'lar fourteen years, 'n' et mought o' cured him but jess then th' goldurned patent expired." FIRST SESSION. New York World.

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SOME ANIMAL SUBSTANCES USED AS REMEDIAL AGENTS A CENTURY OR MORE AGO.

SALAMANDER, Salamandra. Prepared by infusion in oil. Used by internal administration as a diaphoretic; externally, useful in rhenmatism.

A CUITER FAILS.

Arand Rapids, Mich., Jan. 24.—Paul V. Finch, the mul street druggist, filed a mortgage this afternoon, yen to George G. Briggs, for \$2,000, covering his stock drugs, furniture and fixtures. At the same time he ed a trust mortgage for nearly \$20,000, given to the ichigan Trust Company, for the benefit of creditors in neral. The trust mortgage is subject to the chattel

ortgage.
First preferred is a claim for \$2.400 by Florence E.
nch, and in the second class are the following:

lonn D. Park & Sons' Co., \$1,709.54.

Rumiston, Keeling & Co., \$1,426.09.

Robert Stevenson & Co., \$944.57.

Lehn & Flink, \$770.29.

Lachman & Jacobi, \$690.23.

Misalovitch, Fletcher & Co., \$595.00.

Meyers Mfg. Co., \$410.88.

Illman & Co., \$361.51.

Illinois Glass Co., \$340.28.

Charles Nelson, \$333.98.

National Distilling Co., \$330.15.

Edgewood Distillery Co., \$326.19.

Ullman, Einstein & Co., \$326.19.

Ullman, Einstein & Co., \$318.00.

Pictorial Printing Co., \$314.00.

Victor Klotz, \$304.62.

Foster, Milburn & Co., \$250.49.

A. M. Foster & Co., \$229.69.

Searle & Hereth Co., \$216.44.

Columbia Rubber Co., \$215.94.

Gundlach-Bundschu Wine Co., \$214.35.

Dodd's Medicine Co., \$196.42.

Vina Vineyard, \$189.66.

Billings, Clapp & Co., \$189.59.

M. L. Barrett & Co., \$189.44.

J. Friedburg, \$188.01.

A. J. Hilbert & Co., \$181.50.

Dr. Kilmer & Co., \$171.63.

J. E. Bucklen Co., \$147.75.

George Borgfeldt & Co., \$173.78.

J. S. Kirk & Co., \$174.75.

Gorge Borgfeldt & Co., \$138.27.

Colgate & Co., \$135.59.

Town Perfumery Co., \$131.54.

Rheinstrom Bros., \$123.55.

Upjohn Fill & Granule Co., \$112.05.

Maltine Mfg. Co., \$111.65.

Mel Harte & Co., \$92.52.

Fischer Chemical Co., \$92.30.

Swift Specific Co., \$92.30.

Swift Specific Co., \$83.40.

Frederick Stearus & Co., \$77.34.

E. E. Dickinson & Co., \$66.67.

A. H. Platte & Co., \$66.67.

A. H. Platte & Co., \$55.55.

Charles F. Miller, \$52.50.

J. A. Pozzoni Pharmacal Co., \$82.30.

Swift Specific Co., \$53.50.

Horlick Food Co., \$55.55.

Lander & Hill, \$39.45.

P. Wewburger & Co., \$35.50.

Harris Medicine Co., \$35.

Grand Rapids Paper Box Co., \$20.68.

Musselman Grocery Co., \$19.75.

Standard Oil Co., \$19.65.

Cordelia Wine Co., \$19.20.

Gold Medal Distilling Co., \$19.00.

Hanodale Gum Co., \$17.20.

Armour & Co., \$17.67.

Putnam Candy Co., \$17.46.

F. Letellier & Co., \$17.31.

Gerhard Mennen Co., \$17.28.

Bottlers' Supply Co., \$15.72.

C. Bickle, \$15.60.

Edison Electric Co., \$15.00.

Scofield, Shurmer & Teagle, \$13.59.

E. Kilstrom, \$13.30.

W. S. Ruyse, \$12.50.

Just's Food Co., \$10.20.

Germania, \$10.00.

Michigan Fruit Grower, \$10.00.

Anheuser-Busch Co., \$9.75.

Evening Press, \$9.00.

Thompson Phosphate Co., \$7.65.

W. P. Hall & Bro., \$3.20.

APOTHECARIES BALL.

hecaries' Society of New York City th festival and ball on Friday even-Terrace Garden Assembly Rooms, in street, near Lexington avenue. In her the evening was auspicious, and their friends turned out in goodly e annual social gathering of this souccess it had been in years gone by. regate early in the evening, and they ns and scores while Prof. Carey and irsed the stirring strains of Sousa's march, and Herman's "Diadem" sposed the program of the introduc-

began the floor was comfortably

Dr. Gustav Balser, Dr. De Victori J. A. Proben, Dr. Mayer, Dr. A. Bar Geo, J. Soper, Messrs, Carl F. Bond T. Redle, Eshenbach, F. Abeling, Geo, Drake Smith, C. R. Sieman, U. trowitz, E. J. Pine, R. E. Fleischer, G. W. Hopping, J. Kiehl, T. F. C. H vet, Carl Behrens, M. Mattes, Wm. tenzweig, Wm. Masterman, A. F. Ei Gennurich, H. C. N. Gernnerich, H. A. Behn, F. E. Spiltoir, R. S. Le Franze, Robt. Minrath, W. H. Weyg:

WHOLESALE DRUG TRADE BOWLIN

WHOLESALE DRUG TRADE BOWLIN

The contests held on Saturday, Jan.:
following team scores: Powers & Roessler & Hasslacher Chemical C Ritchey & Co., 761; Roessler & Hasslacher & Hasslacher & Co., 635; Bruen, Ritchey & Co., 637; P Man, 669; March & Co., 639; Upjohn I Lanman & Kemp, n P. & G. Co., 555.

on January 26 result odge & Olcott, 747, & & Olcott, 776, Seal ohnson, 713, R. W. I son & Son, 713, WI & Johnson, 740, WI Olcott, 817, Whitall

in the games roller the following: Colga-o, 867; Colgate & Co. Davis & Co., 789, 81 55, Sharp & Dohme, 62 Co., 751; Max Zeller, & Co., 698, Max Ze

the season is over, a e prize winners are lik the season is over, a e prize winners are lik of the various bowle rday's games are as S. B. Colgate 165, W. 157, Chas. Van Bure Stevens 155, J. Faulki mith 155, G. H. Smith itson 149, J. H. Howe Bruun 147, Dr. A. R. I. H. B. McConnell 146, W. H. B. McConnell 146, W. A. H. B. McConnell 144, I. J. B. Thomas 139, A. I. J. B. Thomas 139, A. I. J. W. A. Hamann 138, Ge 137, A. Scrimshaw 137, jeo. Lamp, Jr., 136, A. J. John Doran 132, C. J. John Doran 132, C. J. John Doran 132, C. J. Jr., 132, W. Cauhey 1 in 131, R. J. Droze 131, awyer 130, C. A. Darius W. Tamlyn, W. J. Can, and J. A. Wilkinson, Lawrence, 224.

TTSBURG DRUGGIST THINK

given in his own words a given in his own words a grist against stamp-selling a druggist, to kick againe sale of postage stamps in overworked profession should be public with this commodity of the delusion given in his own words

p & Co., of Massachusetts, ha facture wood alcohol at Newton

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Wholesale druggists are very much gratified at their current sales. There is a very respectable midwinter volume of business being done. As illustrating the scope of the Chicago trade it can be said that among the large orders executed during the week were one to the west coast of South America, which had to be packed in small lots for transportation across the Andes, and another for Cook's Iniet, Alaska, It is expected that the showing in the drug trade for next week will not be as good as last, as the storms have already caused some falling out within the last two days.

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Peter Van Schaack, of Chicago, was in town week. He says business has struck bottom in Chicand is now beginning to look upward. Orders are numerous and better in size. He thinks that McKi was billed a little early as an advance agent of perity but it will surely come.

TWENTY-FIRST ANNUAL MEETING

OF THE

National Wholesale Druggists Association,

AT

DENVER, COL.

SEPTEMBER 2, 3, 4, 5, 1895.

FIRST SESSION.

Monday, September 2d, 1895.

The President called the meeting to order at 8:15 p. m., in the following words:

Gentlemen: In accordance with the articles of constitution, and after consultation with the committee on arrangements, the twenty-first annual meeting of the National Wholesale Druggists Association is now called to order. I take pleasure in introducing Mr. Platt Rogers, who will say a few words to us on behalf of the citizens of Denver.

MR. PLATT ROGERS—Gentlemen of the Association: The Governor of Colorado is out of town; the Mayor of the city of Denver is out of town; it is the fashionable thing to be out of town. We ordinary citizens are here, and I am called upon because I happen to be an ex-Mayor, around whose garments is

Mr. Peter Van Schaack was the guest of the New York Holland Society at the banquet at the Astoria, representing the Holland Society of Chicago of which he is vice-president and one of the trustees. Five hundred and forty sat at the tables. supposed to cling some of the authority of the city, a good deal as iodoform clings around a physician's garment after he has been to a hospital. I am supposed to have the capacity, by virtue of having held the office, to welcome you to this city. I can say to you that the Governor, I know, would have been delighted to have met your body; the Mayor also would have been delighted. They both have had troubles that needed remedy, and I have no doubtyou have brought them with you. I am sure the Mayor of this city would have felt at home in giving you a hearty welcome. He has at this time many things that would bring him in sympathy with you. When he is not in the business of being Mayor, he is in the real estate business, which you may know at the present time holds a strong relation to your own, as it is a drug on the market. (Laughter.)

But I want to say upon behalf of the great mass of citizens that you are welcome to Denver. We are always glad to meet those who have shown by their works that they belong to the able, progressive element of the great American commonwealth. We think out here that there is no place to which you can go and brush up your ideas with more success, both for yourselves and for us, than in this really modern city. When you go out, if you will turn to the west in the morning you will see the Rocky Mountains. They are always on exhibition. We out here think that if the people of the East turn oftener to the West they will see a great many things which they fail to see. If you go to the drug stores of this city you will see that we are not behind the times. You will find oceans of snow, even in such localities, piled high before the soda fountains; while on the side may be seen nutgall. We are told by the druggist himself that the man who winks at the soda fountain has got his gall with him.

While here we desire that you study our magnificent climate. We think that we have your greatest competitor. We believe that we can discount the drug business. We believe that we have a panacea compared to which Pierce's Purgative Pellets and California Fig Syrup, and all the various preparations which I understand you are trying to palm upon the unsophisticated public, amount to nothing. We have the real, genuine source of life, pure air, good water and a good conscience. It may be that occasionally we may need some of your preparations, but the occasions, we trust, will be rare. We wish you every success in the East, but if you should fail in this locality, you will receive no commiseration. This is the home of health and happiness. We think we have it in unlimited quantities, and it is not sold by the pint or by the quart, or by the gallon; it is given out free and unlimited. We believe in having everything unlimited, even down to the coinage of silver dollars. (Laughter.)

Of course, we know the East, upon certain subjects, is very much benighted. It may know all about the drug business, but it is away behind the times on the currency question. But now that you are here, and I am glad to know that all present are here, as the Irishman said—I presume that some druggist here might say that was an encyclopædia and not a bull—now that you are here, we are heartily glad of it. We trust that your council will result in great good to us, and incidentally to yourselves. I throw open to you the gates of the lowest would

We are in receipt of what we take to be a price list of Japanese tooth brushes from Messrs. Peter Van Schaack & Sons of Chicago. The only statement that we are able to comprestatement that the matter is "subject to change without notice," and it occurs to us that almost any change might be made without being noticed by the average reader.

give you the freedom of the city, but the fact is when the hard times came on I gave up all I had. But I am free to say that you may have the freedom of the city if you can get it. The Governor is away, and the Mayor is away, and I question very much whether the pardoning power resides with anybody else. If in the early hours of the morning you should find the streets too narrow, and you should find yourself in Police Headquarters before dawn, why, I will guarantee to produce a lawyer who will prove to the police magistrate that your arrest is entirely contrary to the fifteenth amendment of the constitution; so that you can feel entirely free while you are within our midst. We give you the keys of the city, provided you do not take them away with you. We give you all that we have, and we are perfectly willing to take all that you have and consider it a fair exchange. Meanwhile, as I have said, I represent nobody; being out of official life. In this country, as you probably will learn if you remain long enough, we no sooner get a man in office than our principal business is to get him out; and that is the situation that I find myself in, and I belong to that great and noble army of "Ex's" that you will find scattered throughout the entire State of Colorado: the exjudges and the ex-mayors and the ex-governors: if you could treat them alone, without respect to the balance of the community, you would have a large clientage.

Again I say welcome to you on behalf of the mass of the people of the city of Denver, and as the Governor is not here I think I may usurp his portion and say that I welcome you upon behalf of all the entire people of the State of Colorado.

We are glad to shake hands with our Eastern people at all times; to become better acquainted; to show them what we have, and to brag up the great and glorious future of the growing West. (Applause).

THE PRESIDENT—Gentlemen: The golden—I beg pardon—the silver words of welcome that we have heard from our friend, Mr. Rogers, on behalf of the city of Denver need a fitting response from us, and I will call upon ex-President Faxon of Kansas City to respond on behalf of our Association. (Applause.)

FRANK A. FAXON—Mr. President, Ladies and Gentlemen: I am glad that our President called for a fitting response. I understand now what he wishes me to do. I am surprised that the Governor of Colorado is out of town, and that the Mayor of Denver is out of town. It seems to me that if I lived in a town like Denver I should stay in town. (Applause.)

Eleven years ago we met in St. Louis, on the Mississippi River, and since that time, since the welcome we received in what was considered then the West. no one beyond that point in this direction has had the temerity to invite this National Association of Wholesale Druggists until a citizen of Denver did so, and we know now, having been here but a few hours, that he was fully warranted in doing what he did. It is not many years ago that I lived on a farm in Kansas where the road lead from the Missouri River to Denver. And I used to see then those old covered wagons, called "prairie schooners," working over the hills and across the plains toward these mountains. It was a slow way of traveling, and now when we think that there are five railroads to bring travelers from the Missouri River to Denver, we are

impressed with the tremendous growth and progress of this country in comparatively a few years. Denver is unique and unprecedented. Coming across these desert plains-and we will have to admit now to our Eastern friends that there is a desert here, they know the worst, and it is useless to try to conceal the facts from them any longer-coming across these desert plains, we reach Denver, feeling as the traveler does who has crossed the sands and finds a cool, flowing spring. It impressed me when I first came here a good deal as I was impressed in '93 in going down on a steamboat from Van Buren street in Chicago and coming to the White City. There it arose, in all its wonderful beauty, and so Denver does to those who come across these desert plains, this prairie sea. You have here what you all may be proud of, and glad you have. Mr. Rogers has spoken of this ozone, this beautiful air, and it is a delight to breathe it. It does not seem as if any one required anything else in the way of stimulants when one gets here. I do not believe any one takes anything else. (Laughter.)

We have not had much time to go around your beautiful city, but what we have seen has impressed us; your fine office buildings, and your ambitious structures of various kinds, and this hotel, which affords, I was going to say, better accommodations than we have ever found elsewhere. We certainly never had an assembly room equal to this in its appointments and beauty (applause), and beyond here you have your mountains burnished with gold and buttressed with silver, and I do not care, Mr. Rogers, whether silver is 16 to 1, or 8 to 1, or 32 to 1, it is good stuff. (Applause.)

I never get too much of it, and as long as I remain in the drug business I never expect to get too much. A good many of these gentlemen come from the far East, many of them, perhaps, never have been so far away from home before, but they feel at home here. Where kind hearts are, and where the flower of hospitality blooms as it does here, there is my home and there is your home. I am sure we will go away from here refreshed. We are glad we came here. A year ago we met in the great city of New York; the greatest city in most ways on earth, perhaps; certainly the best city, because it has been built up under these free institutions of ours, and under this flag that we all love. When we were there we thought we were having a high time, but I find that we are having about a 6,000 feet higher time here. (Laughter.)

On behalf of our Association, Mr. Rogers, I wish to convey our hearty thanks for this most cordial welcome. We feel that it is good to be here. We are glad to breathe this air which is so invigorating, and so healthful. We are glad to see the growth here, which shows what Americans can do, and especially Western Americans, and we feel that when we go forth from here we shall carry with us the most pleasant memories. (Applause.)

THE PRESIDENT—The next regular order of business is the reception of delegates. The Secretary has placed on my desk credentials from the American Pharmaceutical Association, appointing Mr. Charles M. Ford, Edmund L. Scholtz, Charles E. Ward, William S. Thompson and William J. M. Gordon the delegates to meet with this session on behalf of that association. I extend to these gentlemen a cordial welcome, giving them the privileges of the floor; we

shall be glad to hear from each of them or the one whom they delegate to speak at this time.

MR. SCHOLTZ-Mr. President, Gentlemen of the Association and Ladies: I cannot help but feel that it is really too bad that not an older member of the American Pharmaceutical Association is here this evening to speak on behalf of that association, but it seems to me perhaps some fifty or sixty years ago when I left my Kansas farm and repaired to a small drug store, to become the leading, as well as the last, apprentice in that store. I remember very often of going to the jobbers for the customary supplies. Perhaps it was on one occasion that I was sent after two pounds of Epsom salts for that day's business, I noticed the jobber as I passed his office window looking at mesmiling, and I said to myself, "My! What an awful good fellow he is." Those long years have passed by, and as I meet many of you to-day I find you to be exactly the same as you were then, all very good fellows, among the proprietors generally. I have not much of an acquaintance among you, perhaps, but I might say there is some distinction among you, as has been said of whisky: There is no bad whisky, it is all good. They are all good, but some perhaps are better than others, for the reason that they will make their quantity lot of a smaller amount, so these poor retailers can enjoy the privilege of the 10 and 2 discount, which you jobbers love so well. (Laughter.)

I am sure, as one of the retailers, that there are many things that we would like to have adjusted. You gentlemen have oftentimes tried to arrange the difficulties that the retail business is laboring under at the present time in this country. Seemingly it is

a very difficult matter. We have looked forward to your coming to Denver, hoping and praying that you would be able to devise some means whereby we would feel less of the troubles that are existing at the present time. We hope that you are going to be able to do something for us. I must say, as one of the retailers, I know it is a very serious and difficult question, but I hope something good will come out of this meeting. As one of the retailers of Denver, I am sure that we are all delighted to have you with us. We have been looking for you and your coming for some months, and now that you are here, I can say that we are all delighted to have you with us. You will meet some of our people, and they will be more than pleased to meet you. I hope that as we shall remember your coming among us and your stay here with pleasure, when you leave us you will have occasion to remember us kindly. And on behalf of the American Pharmaceutical Association I wish to say again that we hope the deliberations of this meeting will be as much for the benefit of the retail druggists throughout the United States as it is possible for you to make them. (Applause.)

THE PRESIDENT—Gentlemen, we have heard with a great deal of pleasure from the representative of the American Pharmaceutical Association. The next association from which we have credentials is that of the New Jersey Pharmaceutical Association. The delegates named are S. B. Townley and C. P. Smith, both of Newark, N. J. I have great pleasure in extending to both of these gentlemen the privileges of the floor, and would be very glad to hear from them at this time if they have anything to submit to the Association.

Neither of these delegates being present, the President called upon the delegate from the Pennsylvania State Pharmaceutical Association, Mr. John F. Patton, of York, Pa., who responded in the following words:

Mr. President, I shall only inflict you just five minutes. I know this because I took the time. I have the honor, as well as the pleasant duty, of conveying the cordial greetings of the Pennsylvania Pharmaceutical Association.

At our last annual meeting, held at Eagle's Mere, in June, we looked for your representative from this body, but looked in vain. He was conspicuous by his absence. Whilst we in Pennsylvania cannot claim the largest membership among State pharmaceutical associations, yet we do claim the largest percentage of attendance at our annual meetings of any other organization of like character in the country. But then, after all, the value of an Association such as ours is not to be measured by numbers, but by the character and quality of its work.

Questions of science, of commercial interests and social entertainment engage our attention, and each receives its due share of consideration. Thus three days pass most pleasantly and we hope profitably by. The published proceedings of our annual meetings indicate the character and scope of work accomplished.

If a single scientific truth has been evolved, or a single business problem solved, or if the social side of our natures has been cultivated in the least degree, we go home from each meeting feeling that we have

not met in vain.

The questions coming up for discussion before this

body are, I presume, purely commercial, and, as men are not generally in business for their health, the questions resolve themselves into a matter of dollars and cents, for sentiment and business as a mixture do not agree. No positive evil and no positive good exist alone in this world. Each has its counterpart.

A fine law of compensation meets us at every turn. In all the affairs of life, good and evil, profit and loss, advantage and disadvantage, keep close together. We are obliged daily to recognize this fact which disposes us the more readily, rather, to "Bear those ills we have, than fly to others that we know not of."

We have all felt the general depression of business during the past two years, and while the present outlook for a revival of trade is promising, the peculiar conditions' surrounding the retail druggist preclude his indulging in very brilliant hopes. He, unfortunately is not among the number of those who are benefited by the adoption of the rebate system in handling proprietary medicines, unless, indeed, he be a small jobber. For under this plan the small jobber profits at the expense of the big jobber, the natural result of this dead level of uniformity. It has been of no earthly service to the retail distributer, but it has greatly aided the cutter. In other words, your rebate plan in its practical working has benefited the small jobber and the cutter, and been a disadvantage to the big jobber and retailer. And the wholesale dealer, who aims to absorb all trade by retailing, manifests the same liberal and generous disposition (?) as the manufacturer who seeks alike the trade of both jobber and retailer.

In the pursuit of wealth our observation leads to

the conclusion that the race is to the swift and the battle to the strong, the assertion to the contrary notwithstanding.

The present condition of the pharmacist is not a happy one, due largely to circumstances over which he has no control, as well as to serious faults in himself. It is beginning to dawn upon him that he is the legitimate purveyor of medicines and medical supplies and not simply the distributer of the products of some one's else manufacture. He is also arriving at the conviction that if there is to be a survival of the fittest, he must qualify himself to be "the fittest."

When each pharmacist puts to practical use the result of his education and training, and produces from his own laboratory—as many are now doing—remedies to meet every possible want in his locality, you, gentlemen, will have fewer goods to handle on the rebate plan.

When our medical colleges instruct their students to study our pharmaceutical text books, we insist on their authority in prescribing; then the manufacturer of pharmaceutical specialties will not be so prosperous as he is at present.

Whatever progress in therapeutics has been made in the past, or is to be made in the future, has been and must be along the lines of constituted authority.

When the foregoing reforms are accomplished we do not expect the immediate advent of the millennium, but we do expect to see the present untoward conditions vastly improved.

In conclusion, I wish you a pleasant and profitable meeting, and I thank you for your courtesy.

THE PRESIDENT—Gentlemen, we have heard with a great deal of pleasure from the State of Pennsylva-

nia, and it has given us additional pleasure that Mr. Patton is their representative on this occasion.

The President announced credentials from the Ohio State Pharmaceutical Association, accrediting Otto Rauchfuss, of Cincinnati, and George B. Kauffman, of Columbus, as delegates; also from the Iowa State Pharmaceutical Association, naming Mr. C. H. Ward, of Des Moines; also from the Virginia State Pharmaceutical Association, naming Messrs. G. A. W. Payne, Lynchburg, Va., G. G. Minor and I. B. Purcell, Richmond, Va.; also from the Kentucky State Pharmaceutical Association, naming Messrs. Charles F. Frick, M. C. Peter and F. J. Renz, all of Louisville, Ky.; also from the Massachusetts State Pharmaceutical Association, J. A. Gilman, Boston; T. M. Harris, Worcester; J. H. Manning, Pittsfield: as delegates to this meeting. None of these gentlemen responding to an invitation to address the convention, the President said:

"As these gentlemen do not appear to be present, I will call upon our friend, Mr. Eliel, of Minneapolis, to respond for us.

Mr. Eliel—Mr. Chairman, Ladies and Gentlemen of the Association: I thank you, sir, very heartily for calling upon me to respond upon this occasion at this early hour, for I think the earlier I can get my name before this convention and in the hands of these newspaper correspondents the better it will be for me. We have so many able advertisers among us that he must be a very brilliant man indeed who gets to the front at once. I am very much handicapped this evening, because I have taken a long and tedious ride over endless prairies and plains, and I had been in this city but a few hours when I was at-

tacked with symptoms which I never had noticed before. I was invited to meet the President of the Association and a few of the members at a little lunch, and was almost immediately taken with dizziness and weakness in the legs; feeling somewhat alarmed, I consulted a specialist, and he told me it was the rarified atmosphere. While I said nothing, I knew that he was a liar. (Laughter.) I might say a Colorado liar. (Laughter.) But it is a great pleasure to me, as I know it is to all of us, to meet this evening in this beautiful Western city. I am not at all sure, sir, that I am safe in calling this a Western city, for there is probably no term in the English language which is so evasive and elusive as this term "The West." Time was, within the memory of living men, when Cincinnati was called the Queen City of what was then known as the boundless West, and men really thought at that time that the end had come, and that all beyond was a trackless and worthless wilderness. But the hardy pioneer pushed on, overcoming all obstacles, over hill and dale, through valley and fern and fen, nor did he pause till besides the waters of Lake Michigan there arose, like Aladdin's palace; almost in a single night, that city which is at once the wonder and admiration of an astonished world. Chicago arose, and, grasping the sceptre from her would-berivals, she spun across the trackless prairies her iron web, of railways and drew into her capacious maw the commerce of a newer and greater West. And again men said, "This must be the end," and again they were mistaken, for once more the hordes pushed by, nor paused until the mighty Mississippi threw her silver javelin across their track, and there arose those mighty cities which might be called the Castor and Pollux of this great Northwestern constellation. There arose, where the waters of the Minnesota mingle with those of the Father of Waters, those cities, of which not only her own citizens, but every citizen of this great country is proud, and justly proud. And once more men said, "This must be the end." But when two days ago we turned our backs upon those sunny prairies, where, as far as the eye could reach, radiant Ceres reigns resplendent through each harvest moon. Down through the blooming valleys of Iowa, through miles and miles of garnered wheat; we crossed the alluvial plains of Nebraska, where stands the drilling corn on either hand like a great conquering army, rank on rank, file on file, and shakes its hemlet heads in the winds. And yet the end was not. And we are surprised to come here to-night and find, in the midst of what we have known as the Great American Desert, this beautiful city. And we find that still we are within the bounds of civilization; that still we have not reached the West, for to-day we are but in the center of this great continent. Fifteen hundred miles westward, as far to the East, and farther to the North and South, stretch these boundless and wealthy plains, and all this, gentlemen, all of this under one great nation, speaking one language, worshipping one God and under one flag, "Old Glory." (Applause.) Of what other land under the face of the shining sun can this be said? And is it any wonder that we are proud of this country? Is it any wonder we are as proud of Denver as you can be vourselves? It is a part of us, and we are a part of it, because it all belongs to this great, this wonderful people. And so, sir, I am glad for one that we

have journeyed so far from home, that we may see what you have to offer us, because these trips from year to year are more than a pleasure to me, they are largely an education; they give us some idea of this country in which we live, and I am sure that every member of this Association will agree with me that they make us better citizens of our common country.

I do not know that you asked me for a stump speech, but I believe that I was called upon to say a word in acknowledgment of our retail friends, who are so largely absent to-night, and who, in that respect, seem to resemble the Mayor of Denver and the Governor of Colorado, who, I am very much afraid. were apprised of our coming. But I want to say to our retail friends, as I have said upon various and sundry occasions before, that we are all of them and with them. There is, perhaps, not a wholesale druggist present at this meeting who has not at some time of his life been a retail druggist, for, after all, the wholesaler is only a retailer of a little larger growth. We know that the retail druggist is surrounded with many difficulties, and that the problems of life are becoming very difficult for him. And we know that it is quite natural that he should appeal to us for help. But there is no truth that he can take to himself and that we can bring home to him more forcibly and more clearly and more necessarily than this, learn to help yourself. There is no help for the retail druggist unless he will help himself. In many sections of the country he is beginning to acknowledge this and is helping himself. Just as soon as retailers organize, just as soon as these questions which are only local to-day become national, just as

soon as he gets out of this little rut in which he is living and gets onto broader and higher ground and sees something of the field around him, just so soon his cause will be simplified. Organization is the only help for the retailer. When the retailer is organized he can take care of the jobber and proprietor, and until he is organized, and unless he is organized, his cause is hopeless, and while we may sympathize with him, while we may have a desire to help him-and certainly our work and our record will show that we have had—still the question that confronts us will be impossible of solution unless he gets onto that platform of organization. Therefore I would say to him in all friendliness and all good feeling, that there is no use undertaking to come here with any plans or schemes unless he is organized, and when he is organized he need not come to us, we will go to him. (Applause.)

The President next called for the report of the Committee on Membership, and Mr. F. L. Carter, chairman of that committee, made the following report:

REPORT OF COMMITTEE ON MEMBERSHIP.

ACTIVE MEMBERS.

Chas. W. Whittlesey & Co., New Haven, Conn., wholesale druggists.

Nelden-Judson Drug Co., Salt Lake City, wholesale druggists. Finlay, Dicks & Co., New Orleans, La., wholesale druggists. Charles S. Leete & Co., New Haven, Conn., wholesale drug-

Charles S. Leete & Co., New Haven, Conn., wholesale druggists.

Charles P. Alden, Springfield, Mass., wholesale druggists. Spokane Drug Co., Spokane, Wash., wholesale druggists.

Apothecaries' Hall Company, Waterbury, Conn., wholesale druggists.

Jerman, Pflueger & Kuehmsted, Milwaukee, Wis., wholesale druggists.

Kirk, Geary & Co., Sacramento, Cal., wholesale druggists. Bush & Co., Worcester, Mass., wholesale druggists.

ASSOCIATE MEMBERS.

 $Grosvenor \ \& \ Richards \ Company, Boston, Mass., manufacturers \ of \ plasters.$

F. E. & J. A. Greene, Boston, Mass., proprietors Greene's 'Nervura.

Lebess Sponge Company, New York City, importers and dealers in sponges.

Maltine Manufacturing Company, New York City, proprietors of maltine preparations.

I. Calvin Shafer Company, New York City, manufacturers of fruit syrups.

William E. Gibbs, New York City, manufacturer of "Hollow" suppositories.

Armstrong Cork Company, New York City, manufacturers of corks.

Dr. Birney's Catarrh Powder Company, Chicago, Ill., proprietors Birney's catarrh powders.

Henry Pharmaceutical Company, Louisville, Ky., pharmaceutical chemists.

Kohler Manufacturing Company, Baltimore, Md., drug specialties.

Dr. Miles' Medicine Company, Elkhart, Ind., proprietary medicines.

COMPLIMENTARY.

Montreal Pharmaceutical Journal, Montreal, Canada. New England Druggist, Boston, Mass.

THE PRESIDENT—Gentlemen: You have heard the report of your Committee on Membership. Under the constitution, the names presented by this committee will be posted at the entrance of the place of meeting for twenty-four hours. They will be acted

upon, therefore, at the first session on Wednesday. Meanwhile, if any member has objection to any of the firms named being elected to membership, he will lodge his complaint with the chairman of the committee, Mr. F. L. Carter. I will now call for the report of Committee on Memorials of Deceased Members—Mr. W. A. Robinson, of Louisville, Ky.

REPORT OF COMMITTEE ON MEMORIALS OF DECEASED MEMBERS.

Mr. President and Gentlemen: Since the last annual meeting held in New York City, eight members of this Association have departed this life—all esteemed and honored in their various relations in life. We would place on record our deep sense of the loss we have sustained as an Association, and our expression of sympathy for their families and their associates in business. Among the names which follow are those who have gained not only a warm place in the hearts of the individual members of the Association, but the organization itself is indebted to them for faithful devotion to its interests, and as broad and wise counselors, an unselfish and earnest care in promoting its welfare and extending its influence. They have done their part in making it one of the greatest commercial bodies of our country, and their names upon the membership roll added strength to the character of the Association.

PETER COOPER TIEMANN, New York.

Died Nov. 15, 1894. Born Nov. 17, 1827. Of D. F. Tiemann & Co.

Mr. Tiemann entered business life at the age of fifteen with the house of W. H. Schieffelin & Co. He remained with them for eight years, when he entered

into partnership with his father, Daniel F. Tiemann, and his uncle, Mr. Julius W. Tiemann. He looked after the manufacturing department and invented several new processes for the manufacture of various colors, evincing decided talent in this direction. He was most thorough in all that he undertook. He was a vestryman in the Protestant Episcopal Church for many years, and was an earnest worker in the interests of the church, and in several of its benevolent institutions. He was beloved and respected by all who knew him.

ANDREW J. WILKINSON, Keokuk, Iowa.

Died Jan. 7, 1895. Born May 30, 1830. Senior member of the firm of Wilkinson & Co.

A local paper, referring to him, speaks of his life as one of rare virtue and untiring energy. He was born in Provence County, R. I. He began work when fourteen years of age, and removed to Keokuk in 1856, entering the drug business in that city in 1857. He was a gentleman of the "old school," uniformally courteous and liberal in all his dealings, and charitable to a marked degree. He was a member of the Protestant Episcopal Church, and for many years a vestryman of St. John's Parish. He placed a high standard for himself as to the duties of citizenship, and discharged them faithfully. For nearly eighteen years he was a member of the Board of Education in his adopted city. He was one of the originators of the Public Library established in 1863. He was chosen its first president, and from its inauguration was a member of the Board of Directors. He represented his ward in the City Council in 1867 and 1868, and the following year was elected Mayor and served one term as chief executive of the city.

S. M. BURROUGHS, London, England.

Died Feb. 6, 1895, in the 45th year of his age. Of Burroughs, Welcome & Co.

He was born in Medina, N. Y. He located in London, England, in 1879. With true American enterprise, he, with his associates, worked up the business of the firm to a remarkably successful point. Affable and generous, he numbered as his friends a long list on both sides of the Atlantic. In 1892 he became a naturalized citizen of his adopted country, England, and was offered a seat in Parliament.

THEODORE H. HINCHMAN, Detroit, Mich.

Died May 12, 1895. Born March 6, 1818, in Morris County, N. J. Of T. H. Hinchman & Sons.

Mr. Hinchman was a faithful member of the Association. He was president of the Association (then the Western) in the year 1880. He removed to Detroit in 1836, and when only eighteen years of age entered upon active business life. At the time of his death he was said to have been the oldest druggist in the State of Michigan. He was an earnest member of the Presbyterian Church and occupied a number of positions of responsibility and honor. For twelve years he was a member of the Board of Fire Commissioners of Detroit, was president of the Merchants' and Manufacturers' Bank from its organization in 1869 until his death; was president of the Merchants'

and Manufacturers' Exchange from its organization in 1887 until his death. He served a term in the Michigan Legislature as Senator. He ranked high as an able financier and earned a reputation as a writer of force and ability.

SAMUEL MERWIN STRONG, Cleveland, Ohio. Died June 3, 1895. Born Aug. 5, 1832, at Amherst, Ohio. Of Strong, Cobb & Co.

Mr. Strong was one of the two officers who have held the same offices from the organization of the Association (then the Western) in 1876. As our faithful treasurer, he so managed the financial affairs of the Association as at all times to maintain its high credit. To no one member are we more indebted for faithful services, cheerfully and diligently performed. His death was a shock to all of his friends, and the knowledge of it was received with sincere sorrow throughout the whole country. He held the respect and esteem of all who knew him. His advice always carried weight. He entered active business life at the age of nineteen. He was, in all that he undertook, prominent and useful. At the time of his death he was a director in the Chamber of Commerce, a director in the Union National Bank, a director in the Workhouse, of the Huron Street Hospital and Bethel, and vice-president of the Cleveland Electric Light Company. The death of no man connected with the Association could have caused more general regret and sorrow than that of Mr. Strong.

The Western Association of Wholesale Druggists, which assembled in the City of Chicago upon the day following his death, which meeting Mr. Strong had

expected to attend, unanimously adopted the following resolution by a rising vote:

"The members of this Association have learned with profound sorrow of the death of Mr. Samuel M. Strong of Cleveland, Ohio. They desire to place upon their records an expression of their sense of personal loss in his death, their appreciation of his high character and of his faithful services as an officer for so many years in the National Wholesale Druggists Association."

The Association appointed a committee of five to attend his funeral in Cleveland.

WILLIAM HENRY SCHIEFFELIN, New York City.

Died June 21, 1895. Senior member of the firm of W. H. Schieffelin & Co.

Mr. Schieffelin was born in New York City, Aug. 20, 1836. Active and earnest in all that he undertook, he stood high in his chosen branch of business. He has been a member of the firm since 1859. He served with distinction as an officer in the civil war in the New York Seventh Regiment, and in the First Regiment New York Mounted Rifles. He was active as a churchman, and for many years was vestryman and warden of St. George's Protestant Episcopal Church, New York City. Representatives were appointed to attend his funeral from the National Wholesale Druggists Association The following action taken by the Drug Section of the New York Board of Trade evidences the high esteem in which Mr. Schieffelin was held by his neighbors.

"In the death of William Henry Schieffelin, the Drug Trade Section of the New York Board of Trade and Transportation mourns the loss of one who, during his thirty-six years of business life, upheld with dignity the honor and reputation of the firm established by his forefathers, and who, in addition to his labors as a merchant, slighted no call to the service of his country or the community in which he lived.

"Loyal and generous in his citizenship; benevolent, courteous and gentle in his private life; honorable and enterprising in his mercantile calling, his unblemished career, despite its untimely ending, offered a complete and exemplary type of the character which has established the reputation of the merchants of our city throughout the world.

"Appreciating the value of his life, and lamenting its termination, his associates in the drug trade record this tribute to the unfading memory of William Henry Schieffelin, and extend to those whom his death has so deeply bereaved, the assurance of a sympathy most profound."

10HN HODGE, Lockport, N. Y. Died Aug. 7, 1895.

Mr. Hodge was born in Jefferson county, N. Y., in 1837, and went to Lockport, N. Y., when a boy. He became connected with the Merchants' Gargling Oil Company many years ago, and was in sole charge of that establishment at the time of his death. Mr. Hodge at one time declined the nomination for Mayor of Lockport. He was warmly interested in educational matters, and was for several terms president of the Board of Education of Lockport. He was a director in and treasurer of the Utica, Lockport & Lake Ontario Railroad Company, treasurer of the Lockport & Buffalo Railroad, and a commissioner of the State Reservation at Niagara. He was prominent as a Mason, having been Past Grand Master of the Grand Lodge of Masons of New York State. He was an active member of the Association of Proprietors, and chairman of their important Committee on Legislation.

Mr. Hodge was a member of the Protestant Episcopal Church, and had been for many years a vestryman of Grace Church Parish—at all times liberal and active in the discharge of his duties as an officer of the church.

HENRY HOMER HAY, Portland, Me.

Died August 9, 1895. Born Oct. 26, 1820, in Waterford. Of H.H.Day & Co, Portland, Me.

He entered business life in the drug house of Masters & Co., at the age of seventeen years, and in 1841 began business on his own account under the firm name of H. H. Hay & Co. When only twenty-one years of age he made his first trip to Boston to buy supplies.

Mr. Hay was one of the oldest Odd Fellows in the city of Portland. He was also a Mason, a member of the Natural History Society and the Board of Trade. He was one of the oldest members of the American Pharmaceutical Association. He was a member of New Church, Portland, a man of modest and quiet demeanor, honest and direct in sincerity of character, devoted to his home and family, and invariably interested in the welfare of the sick or distressed.

Your committee, in conclusion, respectfully submits the following for the action of the Association:

Resolved, That the Secretary is requested to set apart a memorial page in the Annual Journal for 1895, and have inscribed thereupon the names of our friends deceased within the year past.

Respectfully submitted in behalf of the committee. Wm. A. Robinson, Chairman.

On motion thereport was accepted, and resolution adopted by a rising vote.

On motion of George A. Kelly, the meeting adjourned.

SECOND SESSION.

Tuesday Morning, September 3.

The meeting was called to order by the President at 11:15.

The first regular business being the call of the roll of members, the same was, on motion of George A. Kelly, dispensed with.

On motion of E. A. Bigelow the reading of the minutes of the last meeting was dispensed with.

President Main thereupon read his annual address, Vice-President Walker being called to the chair.

PRESIDENT'S ADDRESS.

It is, I think, a matter of congratulation that our Association holds its twenty-first regular meeting in this bustling, energetic city of Denver, the capital of a State whose mountains contain untold mineral wealth, whose valleys teem with agricultural possibilities, and which, since the year our Association was instituted, has grown from a city of about 10,000 inhabitants to one of 160,000, and from a total business transacted at that date (1876) of about \$14,000,000, is now selling goods at the rate of \$87,000,000 a year.

From its picturesque and attractive situation, it holds out its hands in perpetual invitation to the East and the West, and has established an enviable reputation for hospitality and commercial activity. Its representatives have for a number of years invited our Association to meet in their city, which, to those who visit it for the first time, will, I know, present an object lesson in wealth, culture and enterprise.

Recognizing, as we must, the great business ability of its merchants, we are proud to be their guests to-day, and gathered as we are from all parts of the United States and British Prov-

inces, we wish them godspeed in their further work of developing and unfolding the brilliant possibilities which lie before their city in the future.

The history and growth of the National Wholesale Druggists Association has been ably reviewed by many of my predecessors, who found just cause for congratulation in the endurance of an association which, while formed to improve the condition of the jobbing trade, has accomplished its ends with a due regard for the rights of the manufacturer on the one hand and the retail dealer on the other. There can be no question that it owes its success to the equity of the principles upon which it was founded, and the fidelity of its members in carrying out these principles in the several businesses conducted by them.

As you are aware, our Association has served as an object lesson to many other trades, and, among others, to our friends the wholesale grocers, who have not only formed a wholesale association on a similar model to our own, but are educating manufacturers in their line to the benefits of the limited price system.

But, gentlemen, you have not gathered in this half-way house on the journey across the American continent to hear about other trades or societies, but to receive an account of their stewardship from those to whom you intrusted the work of carrying on the business of your Association at its last meeting.

The first duty of your President after the adjournment of the annual meeting is the appointment of the committees through which the work of the Association is conducted.

I was fortunate in securing the services of many active memmembers to serve on all committees save the very important one on Box and Cartage, for which I was unable to secure a chairman, even after an extended correspondence, which delayed the publication of our proceedings some four weeks, and, as you will have no report upon Box and Cartage this year, I will briefly outline the present situation in regard to this important matter.

FREE BOX AND CARTAGE.

Free Box and Cartage had its origin, as such trade abuses generally do, in concessions made to favored customers by salesmen or by firms doing business in New York State. As usual in such cases, the abuse grew rapidly, until, one of the leading New York firms, being unwilling to continue the practice of charging certain customers for box and cartage while delivering f. o. b. to others,

announced free box and cartage to every one, which example was necessarily followed by other firms doing business in the same market, and spread from city to city, until it became the rule in all the states on the Atlantic seaboard from Maine to Louisiana.

Undoubtedly a great mistake was made in announcing free box and cartage to all points from New York City, for had these charges been waived only in the affected district, which was then the State of New York, there can be little question that in the course of a few months the parties in interest would have met and settled the question upon a common basis.

The free box and cartage idea would, without doubt, have spread throughout the entire country if it had not been for the stand taken by the Pittsburg and Cleveland jobbers, who, at the request of their Western friends, have charged for box and cartage west of their respective cities, while making no charge for the same items to their Eastern trade. The situation is at present very much strained, however, as the Pittsburgh houses feel that they cannot much longer continue the struggle, and that unless their Eastern competitors conclude to charge for the above items, they will have to abandon their present position and make free box and cartage the rule to all their trade.

Few who have not looked carefully into this matter realize its great importance, and what an onerous charge is assumed by those jobbers who give box and cartage free. It is safe to estimate that in the Eastern States the cost of these items amounts to at least one per cent. upon the gross sales of the jobbing houses, and while it is possible that on account of cheaper material, etc., it does not quite amount to this percentage in the west, it is still a matter of great importance, as, whatever it costs, it is a sum paid out of the net profits of the business, and which, owing to the nature of the articles in which we deal, it is impossible for us to recoup.

It was at first thought that a sufficient advance could be charged upon goods when sold in broken packages to cover the cost of box and cartage, but when it is considered that from 60 to 70 per cent. of the sales of jobbing houses consists of proprietary articles, which are sold at fixed prices and which cannot be advanced when sold in broken packages, you will readily see that to cover cost by advance in prices is practically impossible.

There can be no question that the charge for box and cartage is a just one. It is a rule throughout the civilized world that

where original packages are broken for the convenience of a customer, he has to pay cost of repacking. To break bulk and to repack costs money; this increased cost can only be provided for either by adding to the selling price of the article or by making a direct charge for the service. The latter seems to me to be the most common sense method, and one that should be preferred alike by the buyer and seller, especially as it is practically impossible, as I have shown above, for the jobbing drug trade to cover the cost of breaking bulk and repacking by charging an advance upon the price of articles sold in broken packages.

I do not believe that any practical difficulty would be encountered in making a uniform charge for cases and cartage throughout the entire country for all points outside the free delivery area of the cities, and I recommend the appointment of a special committee, whose duty it shall be to visit the large centers in which the charge for box and cartage does not at present obtain, armed with such facts and figures as will prove to our members the large loss they are at present sustaining, and with the idea of establishing a reasonable, uniform and universal charge for cases and cartage throughout the United States.

I would recommend, also, that this same committee should look into the question of free delivery in the cities and suburbs. I believe the custom of free delivery has been greatly abused, and results, as does the free box and cartage system, in the multiplication of orders by customers, who will frequently order single items upon which sufficient profit is not made to cover the cost of delivery, where free deliveries are the rule, whereas when goods are delivered at the expense of the purchaser, care is taken to make up orders of sufficient size to warrant the payment of freight and charges.

The reports of your Standing and Special Committees I commend to your attention; they are, as usual, full of interest and practical information, and epitomize the work accomplished by the Association during the past year.

Special resolutions were passed at our last meeting in relation to the work of the Committee on Legislation, and I desire to bear witness to the fidelity with which your committee has labored to carry out the expressed wishes of the Association in regard to "Free Alcohol," "the Bailey Bankruptcy Bill," and the misnamed "Pure Food Bill."

In the free alcohol matter your committee was very much

handicapped by the fact that the American Pharmaceutical Association had put itself on record as being opposed to free alcohol, so that in addition to actively opposing the various attempts to repeal the free alcohol clause, it had to cultivate a free alcohol sentiment among the retail drug and other trades which would be benefited by it. Although the Secretary of the Treasury declined to formulate regulations that would enable manufacturers to take immediate advantage of the law, there is little doubt that they will be able to recover from the government the internal revenue tax paid upon alcohol that they can prove has been used in the arts and manufactures since the passage of the act.

Your committee worked against and assisted materially in securing the defeat of the Bailey Bankruptcy Bill and the misnamed Pure Food Bill, and it is largely owing to its efforts that the free alcohol clause remains on the statute book, and if the sentiments of manufacturers are expressed as loudly in the next Congress as they were in the last, it is hoped that the incoming Committee on Legislation may be able to report at the end of its term that manufacturers have begun to reap the benefits expected from it.

I invite your careful attention to the report of the Committee on Proprietary Goods, which, in the absence of its efficient chairman, Mr. M. N. Kline, at present enjoying a much-needed vacation in Europe, will be presented by ex-President Kelly, who, in Mr. Kline's absence, kindly consented to act as chairman of this important committee.

In commenting upon the report, I would say that, while it is certainly true that the aggressive work carried on by the Proprietary Committee against the Cincinnati concern that has defied the rebate plan has been so far successful that that concern is no longer an important factor in the trade in that locality, the rebate plan itself has been overloaded by the placing of articles upon it by proprietors who cared only for the advertisement they obtained and were not prepared to support their own prices; and it has been undermined by the offering of inducements in the shape of increased cash discounts and the prepayment of freights by jobbers largely outside of our own membership. Another element of weak ness has been the increased sales by proprietors of quantity lots at best prices to retail dealers who in very few instances adhere either to the spirit or letter of the rebate contract, dividing the quantity they have purchased with other retail dealers at the best rates and selling frequently at retail at less than wholesale prices. These disturbing elements have caused a feeling of uneasiness and dissatisfaction to permeate both the jobbing and retail trade in the Eastern States which must surely extend throughout the entire country unless some relief can be obtained.

The increasing signs of weakness in our present rebate system became so apparent to the Chairman of the Proprietary Committee in the spring of this year that he called a meeting in New York City to consider the question and find if possible a remedy. At that meeting a plan which had been recently inaugurated by the Wholesale Grocers' Association of New England was discussed at length, and a committee appointed to draft a plan upon similar lines which should be applicable to the drug trade and protect alike the interest of the manufacturer, the jobber and the retailer, as far as practicable. The result of this committee's work was presented at the meeting of the Western Wholesale Druggists' Association held in Chicago on June 5, where, after some slight modifications and amendments, it was indorsed by the vote of an overwhelming majority. Since then the plan has been still further perfected, and has been submitted to some of the leading proprietors, who look upon it with favor, and will now be submitted to you by the acting chairman of the Proprietary Committee, with the hope that after full discussion and amendment, if need be, it may receive the indorsement of this Association as a whole.

No words of mine are needed to emphasize the importance of the rebate plan to the members of this Association; it should be preserved at all hazards; but it is the opinion not only of your Proprietary Committee, but of many leading members of the Association, that without some amendments such as are contemplated in the proposed new plan, the present rebate system will rapidly disintegrate to the injury of all concerned.

I trust that the report of the Proprietary Committee will be carefully considered and judiciously discussed by you, and hope that this Association will indorse and adopt any methods that can be shown to be necessary for preserving the benefits of the rebate system to the trade at large.

LOCAL ASSOCIATIONS.

During the year I have attended as your representative the meetings of the Western and Southern associations of wholesale druggists, and from what I saw at these meetings, and from my correspondence with other local associations, I am deeply im-

pressed with the great value of these organizations to their members and to this National Association, as through them the principles laid down by our body can without doubt be more successfully carried out.

Our National Association, as is well understood, fills a place that cannot be taken by any purely local body, inasmuch as it secures united action in regard to matters in which the entire trade of the country is interested; but on the other hand, there are questions and difficulties constantly arising of a local character that cannot be touched by our national body, but can be successfully discussed and treated by the jobbers who are in friendly competition in their several localities.

In some sections local associations have succeeded in grappling successfully with the "return of empties" question, the question of "cash discounts," and have in some cases established uniform market prices for staple drugs, things which are obviously beyond the control of our national organization. I believe that if local associations could be formed in all sections of the United States, business would be conducted with much less friction, and with better profits to all concerned. Local associations should, in my opinion, look after, investigate and report upon all reported infractions of rebate terms in their several sections, and only call on the Proprietary Committee for aid when it is a matter of absolute necessity. I would suggest that the Standing Committee on Relations with Local Associations, City and Interstate, be instructed to draw the attention of our members in localities where no local organizations exist, to their advantages, and endeavor, by correspondence and otherwise, to assist in their formation.

Year by year we miss familiar faces at our meetings and learn in the brief obituary notices that some fellow workers have laid down life's burden. Among those who have passed away since our last meeting you will note the name of Theodore H. Hinchman, one of the original members of this Association. He was elected President at the meeting held in Detroit in 1880, and both before and since that time was an active and valued member of many of the important committees of the Association.

There are some men whose willingness to serve their fellows and whose genial natures make them more missed than others, and I venture to say that the taking away of no member of this Association has ever called forth more genuine and widespread expressions of sorrow and regret than the untimely decease of our

esteemed friend Samuel M. Strong, who was one of the original members of our Association and had served it as Treasurer faithfully and well since its formation.

His faithful and continuous work in the interest of the Association demands some recognition other than the minute that will be presented by your Committee on Memorials of Deceased Members, and I recommend that suitable resolutions expressive of the high regard in which our esteemed friend was held by our members be prepared and passed before the close of this meeting.

The decease of Mr. Strong rendering the office of Treasurer vacant, I, as your executive officer, appointed Mr. E. L. Strong Treasurer for the unexpired term, and he will present the report upon the financial condition of our Association at this meeting.

At our last annual meeting President Faxon called attention to the fact that there was no provision in our Constitution for filling vacancies in the Board of Control, and recommended an amendment that would cover such cases. The fact is that no provision exists for filling the places of any of the elective officers (except the President) in case of vacancy, and I recommend that an amendment to the Constitution be passed at this meeting empowering the President of the Association to fill vacancies that may occur in the elective offices in the intervals between our meetings.

FINANCES.

The report of your Treasurer shows that while the expenses for conducting the business of the Association are large, as was anticipated at our last annual meeting, it has not been necessary to call for the services of the newly formed Committee on Assessment, which is a matter for congratulation.

All bills paid by the Treasurer are passed upon by the President, and those incurred in prosecuting the work of the various committees are vouched for by the chairman of each committee. My examination of the bills passed for payment this year convinces me that an effort is made to keep the expenses down to the lowest limit compatible with a proper carrying on of the work.

It has been suggested that we are extravagant in the employment of a Secretary for the Association and a Secretary for the Proprietary Committee; that both offices could be filled by one man, to the advantage of the Association. The Association itself, however, is responsible for this, inasmuch as it elects the one and

directed the appointment of the other, increased efficiency having evidently been the aim in the creation of the two offices. Inasmuch as the question has been raised, however, I would suggest that it be made a subject for inquiry and report by the Board of Control at this meeting.

PRINTED PROCEEDINGS.

The publication of our annual report, which contains not only the minutes of our meetings, but embodies in the reports of committees the best thoughts of the best men in the trade, deserves, it seems to me, more careful consideration than has been accorded to it in the past.

An examination of the issues of the different years shows a great difference in the type used and in the general make-up of the volumes, while the flimsy paper cover makes it necessary for each member to have the volume bound if he wishes to preserve it; and, take it all in all, the general appearance of the volume is unworthy the dignity of an Association such as ours.

I recommend that in future each volume of proceedings should be carefully edited and fully indexed, and that two lists of members be inserted, one under the headings of the States (instead of cities as at present), the other a list of names in alphabetical order, with postoffice address attached, the active and associate members being designated by a change in type or some other approved method. I further recommend that an arrangement be made whereby the typographical appearance may be improved, and the same font or style of type used for successive issues, and that each volume be bound in cloth instead of paper as at present. The changes suggested would not involve a material increase in the cost of each volume, but would add greatly to the value of the proceedings as works of reference.

Since our last meeting a slow but gradual improvement in the drug business has been reported from all sections, although considerable complaint is still heard in regard to the increased cost of conducting business and in regard to profits, which latter appear to be best with those firms whose business is of a local character.

In paints, oils and glass, business is reported to be in a fairly flourishing condition, or, as one member reports it, "fully as good as could be expected under the conditions prevailing throughout the country." Manufacturers of white lead have not so far seen

their way clear to adopt a limited price or rebate system for the sale of their products, the restrictions of anti-trust laws in several states having proved an obstacle so far insurmountable. It is to be hoped, however, that in the near future some means may be found to insure a living profit to those who handle this very important article.

From present outlook it would appear as if our country had once more entered upon an era of general prosperity; signs of improvement and increasing confidence grow on every hand. Under these improved conditions our trade will, without doubt, share in the general prosperity, if its members profit by the lessons of the past, and avoid the errors which it has been the province of our Association to correct.

Our National Wholesale Druggists Association has been of incalculable benefit to its members in the correction of trade abuses, and in the cultivation of an era of friendly competition. Its achievements in the past are matters of record; its future is in your hands, and will be whatever you choose to make it. At the beginning of my term I ventured to remind you that the honor of the Association was in the keeping of the individual member. If in the future the individual member bears this in mind and governs his actions accordingly, if the Association as a whole fearlessly grapples with the problems of trade that confront it from time to time, if freedom of discussion prevails and united action follows, and if in acting the individual is willing to waive somewhat of his individual interest for the common good, then this Association may expect to retain its present proud position as the leading trade organization of America.

J. C. ELIEL—I rise, Mr. Chairman, to thank the President for what I believe is the ablest and most practical report that we have had the pleasure of listening to for many years, and I believe in saying this I voice the sentiment of every member here present. I believe, sir, there is no usual course for the President's address; that it is not referred to any committee or to the Board of Control, but is simply enrolled upon the records; and, therefore, I want to call particular attention to one feature of this able

address, which it seems to me at this time is more important and nearer to us than some of the other topics there touched upon. When a short time ago the question of box and cartage came home to us in the West, and I want to say for the Western jobber at this time that I believe we have been somewhat negligent there and devoted too little time and thought to this question, which was wholly for our benefit, when this matter came up, I saw to my surprise in the report of the last meeting that there was no committee on box and cartage, and I was somewhat alarmed at this state of the case. But when I heard the President's very able report and found that he had written a paper reporting more fully probably than any chairman could have done, I thought after all the omission of that committee was well and good and for our interests. Now, sir, I rise to second that part particularly of the President's report which provides for a special committee to take up this matter of box and cartage, and I move you, sir, that a committee of five Western jobbers, five jobbers, I will leave out the word "Western," be appointed at this time by the chairman to take up that particular work at this meeting.

George A. Kelly—Mr. President: I think the gentleman who has just spoken has probably forgotten the fact that it is usual for the President's address to be handed to a special committee for the purpose of going over the matters and presenting any recommendations that they may have to make to the convention for action. If I am wrong in this I wish to be corrected.

THE CHAIRMAN—The Chair will state that Mr. Kelly's position is correct in regard to the President's

address, and it has been usual to appoint a committee to whom this address is referred.

D. R. Noves—I want to amend Mr. Eliel's motion by a motion that the President's address be referred to a committee of five, to report on all its recommendations. Our rule for years has been to refer the reports of committees to the Board of Control to examine and report on future recommendations, and that it has always been customary, as Mr. Kelly has stated, to refer the President's report for recommendation. I therefore move as an amendment to Mr. Eliel's motion that a committee of five be appointed to report upon all the recommendations.

I. C. ELIEL—I regret that I made a blunder. I thought that it was the usual course for the President's address to be simply accepted. I think, now that I am reminded, that in late meetings it has taken a different course. But I don't like Mr. Noyes' amendment; and I therefore withdraw my motion temporarily, while the usual committee is appointed to take up the various recommendations in the President's address, with a view of then again moving, sir, that a special committee upon this one topic be appointed, for the simple reason that a committee properly selected to take this matter in hand would perhaps accomplish more than a committee to take in hand all the recommendations of the President, and I would like to see this box and cartage matter referred to a special committe for that purpose and that purpose only.

C. W. Snow—I offer a motion that a special committee of three be appointed to consider the recommendations of this address. Motion seconded.

D. R. Noves—I have no objection. Motion adopted.

THE CHAIRMAN—I will appoint as such committee D. R. Noyes, Frank A. Faxon and Fred L. Carter.

President Main thereupon resumed the chair.

J. C. ELIEL—If I am in order I would now respectfully renew my motion that a special committee of five be appointed, to be known during this session as the Box and Cartage Committee, to take up that portion of the President's address.

Motion seconded.

THE PRESIDENT—I presume a motion is always in order, but I wish to remind Mr. Eliel that we have already a Committee on Box and Cartage, and one on the President's address which will have to report upon the box and cartage matter. Is it worth while at the present time to appoint a special committee to report on the same subject?

J. C. ELIEL—Have we a Committee on Box and Cartage?

THE PRESIDENT—We have not; we have a provision for one.

J. C. ELIEL—My idea is to create one for this session, as there is none appointed.

D. R. Noyes—On behalf of the committee to whom the address is referred I might say that I am unexpectedly on that committee, and although I am perfectly willing to serve in that capacity, it seems to me that we ought to do one thing or the other. If you are going to refer the President's address to this committee to report recommendations upon it, I do not see why that is not as good as any other way. I am perfectly willing to report, at the same time you ought to do one thing or the other. Whatever committee you refer it to should have charge of the whole matter. That is my judgment in this matter.

J. C. ELIEL-I never know that I am exactly right on a matter until Mr. Noves takes the other side; then I am sure of it. I know that Mr. Noves would be very glad to be relieved of this one portion. The President in his address has touched upon many things which are vital to us, and I am pretty sure that this committee will have enough to do in taking action on the other recommendations; and, inasmuch as there is no Committee on Box and Cartage, and inasmuch as many of us here are interested in that question more than any other that can possibly come before this meeting, with possibly the exception of the report of the Committee on Proprietary Goods, I think, sir, that it would be best for the interests of all, East and West, and that more would be accomplished by having a special committee to take the place of that committee which usually is, but at this time was not, appointed to take up this special work. I may be mistaken, but it seems to me that the case requires special work, and I therefore hope that the resolution will pass.

Frank A. Faxon—It is a very unusual thing to divide up the President's address, and refer it to different committees, and it seems to me that it is entirely unnecessary. I think it would be well for the Association to wait until the committee on the President's address has made its report; they will have their recommendation, probably, upon that box and cartage feature, and then if it is deemed necessary to appoint another committee on this special feature, that may be done. But it seems to me that it would be best to let the President's address take its usual course, and refer it to this committee.

GEORGE A. KELLY-I am somewhat interested in

this box and cartage question locally, and I hope that the subject will be thoroughly investigated and discussed; but it occurs to me, sir, that the committee that has been appointed to take the President's address into consideration and to report upon it, should report upon it as a whole, and that, as Mr. Faxon has stated, if any subsequent matters or action is necessary in the way of a committee, have it take that course. But I fear that the division of the responsibility in the matter of recommendation on the President's address will establish a precedent which may hereafter give us trouble. I understand exactly what Mr. Eliel desires to have done, and that is an earnest and thorough consideration of this subject; and I don't wonder at it, sir, for this is probably one of the most important subjects to come before the convention at this meeting, and particularly after the earnest words of your address. Still, from the complexion of that committee, I believe that they are perfectly competent to take any matter into consideration, and to report upon it to the satisfaction of the convention.

J. C. ELIEL—With the consent of my second I withdraw the motion. I will not take up the time of the convention longer.

THE PRESIDENT—The next order of business is the reading of the report of our veteran Secretary, who needs no introduction from me.

SECRETARY'S REPORT.

The duties of the Secretary are so clearly and briefly defined in the article of the constitution which prescribes his duties that his official report can properly be limited to reference to the correspondence and the condition of the membership. While in previous years I may have traveled somewhat out of the record, and extended my report with statements of conditions then prevailing, I have supplemented such discussions with assumption of individual responsibility, or begged the indulgence of the committees upon whose domain I may have trespassed. The multiplication of committees as now organized, having in charge the various interests centering in and around the wholesale drug trade of the country, have by the exhaustive and able reports of their chairman left very little for the Secretary to say. The home duties of the office, however, have not lessened, and the extended correspondence with the membership in almost every section of the country is, as it always has been, a pleasant service.

The distribution of the proceedings of the New York meeting, as also of previous years, was delayed by the inability of the President to secure the acceptance of chairman of some of the standing committees, and the final work of the publication could not be closed until these were obtained. The complete formation of these committees involve a great amount of labor for the President-elect on entering upon his duties, and in the last report it was found necessary to omit one of the standing committees, rather than to have the publication longer delayed. This explanation is due both the President and myself. Six hundred copies were printed and sent to the membership and associate organizations. The last issue, with but few exceptions, was delivered to the membership through the principal express companies, and at less cost to the Association than through the mails.

The experiment was eminently successful in assuring prompt and sure delivery of the packages in the office of the business firms. As evidence of the faithful discharge of their engagements with me, I have only to report two communications from firms saying they had not received their reports. These communications were referred to the express companies receipting for them, and they were able to furnish the receipt of delivery in both cases, by the firms or of an office employe.

The total number of members, as published in the last proceedings, was 411, of which 258 were active and 153 associate. The resignations during the year have been from the active list, 2; associate, 2; deaths in both lists, 10.

As some revision of the membership list may be necessary before the next publication, I can only say in this report, whatever changes are made will appear under their respective heads. The change in Article IX. of the Constitution, at the last meeting, made necessary by the action taken at Montreal in 1893 regarding the membership, was accompanied by the adoption of the following resolution:

"Resolved, That the Treasurer, when sending out his notice of annual dues, be instructed to notify members, other than wholesale druggists, that having acquired active membership under the Montreal amendment, they may maintain their active membership by payment of dues and assessments levied against active members. Upon receipt of notice that they elect to become associate members, their names will be placed upon that list, it being understood that wholesale druggists are not eligible to associate membership."

In rearrangement of the active and associate lists preparatory to publication in last report some errors occurred, which will now be rectified. In one case, of which the members were advised, a wholesale drug firm in New York City was placed in the associate list. With a commendable desire to be assigned their proper place in the list of wholesale druggists, their protest was answered by a circular of notification to the entire membership, that the error had been observed and would be corrected in the next publication. It is possible some similar transfers may be made, but I feel assured the esprit de corps of the trade would be unwilling for any firm to accept a place not warranted by their business position and reputation. Considerable correspondence has passed during the year between firms whose letter heads designate them as "Wholesale Drug Companies" and the offices of the Treasurer and Secretary, and who were placed as active members subject to annual dues of \$25. While in sympathy with the Association and desiring to retain their identity with it, I have found on investigation they were not subject to the conditions governing the sale of goods on arbitrary lines as between proprietors and jobbers of drugs; but only handlers of foreign and domestic products in original packages.

The formation of our organization and its maintenance by the members was to eliminate from the trade "all customs not in accordance with sound business principles, to establish rules and regulations whereby all grievances and differences may be fairly and equitably adjusted," etc. The other class to whom I have referred, though similar in business address, are largely amenable to

conditions formulated by governments foreign and domestic, and the Custom House is largely the arbiter of their business ethics.

I think the action taken early in the year by our late Treasurer in placing in the associate list all our foreign members will be approved. It is an honor and compliment to our Association that they desire to remain with us on the conditions accepted by them.

We meet to-day under the shadow of a great affliction. In the record of deaths which the later years record, we are prepared for many changes when long life and receding strength make the claim of ended service in the natural fulfillment of time. But when the "strong man of valor" lays down his armor in the heat of the battle by a dispensation of Providence, so sudden and bewildering, our hearts are bowed in sorrow and we can only exclaim: "The Lord gave, and the Lord hath taken away; blessed be the name of the Lord." Christian character can find no greater consolation than this; and from the funeral cortege which bears away our dead, we re-enter the battle of life with subdued and strengthened energy:

To fulfill life's duties bravely done,

With conscience honored, and a record won.

The life and character of Samuel Merwin Strong is illustrated in all that is tender, loving, affectionate, manly and noble. In business life there were none to question his honor and integrity. The strife for the ephemeral honors of place in political affairs were never encouraged, but always declined. The claims for his counsel and fellowship in the municipal boards and associations connected with his own city, were met by a modest acceptance of service to his fellow citizens. In the home life and its sweet and sacred associations there will ever, be a well-spring of fragrant memories, of the affectionate husband and father; and the doorway to opulent fortune was never barred to charity, when asking alms of her modest and generous almoner. Our beloved Association mourns the loss of an officer of long and faithful service, and its graceful tribute of regard is significantly shown by placing the mantle of thelamented father upon the shoulders of a worthy son.

It was my fortune nearly twenty years ago to meet Mr. Strong for the first time when the original constitution was adopted governing this body. I was at once impressed with the characteristic modesty of the man with whom I was to be so closely associated during nearly all these years. As I call up in re-

view the earlier efforts of our organization in perfecting the plans on which we were to build the foundation of our hopes, the failures which resulted, and the embarassments which delayed, I can truly say there are but few members of our Association who know the extent of the service rendered by Mr. Strong in his wise counsel, persistent determination and financial assistance in the position which he occupied as treasurer from first to last. Our respective offices were so closely allied that it brought us very near together, through the extended correspondence, and it is a pleasant memory to know that never an expression from his pen during all those years of association together, has marred the tenderest sensibility, but rather my increasing love and affection for him has "grown by what it has fed upon," and this sad affliction which comes to me as a personal bereavement, is also mourned by the organization with which his name has been so long and honorably associated.

In the publication of the proceedings of this convention, I would respectfully suggest permission to insert a memorial page, with a photo-engraving, as an accompaniment of its records. Respectfully submitted,

A. B. MERRIAM, Secretary.

THE PRESIDENT—You have heard the report of our Secretary. If you have no objection it will take the usual course. The next regular order of business is the report of the Treasurer.

THE SECRETARY—I am told, Mr. President, that the report of the Treasurer is in the hands of one of the members, Mr. Daniel Myers. I do not know if he is present.

Mr. Myers was not present.

PETER VAN SCHAACK—Mr. President, in consonance with one of the recommendations made in your able and interesting address we have listened to this morning, I would ask the privilege of the floor for a few moments.

Since the last meeting of this Association we have met with a most overwhelming and inscrutable loss in the death of a valued officer who has faithfully served since the Association was organized. It therefore seems eminently appropriate that at this early stage of proceedings, we should take official recognition of the calamity which has overtaken us.

In the death of Samuel Merwin Strong every member of this Association may well feel to mourn the loss of a true friend.

To me, personally, Mr. President, it is a loss emphasized by thirty-five years of uninterrupted friendship of the warmest character.

With him "Life's fitful dream is o'er," his labors are ended—but we will evermore hold in loving memory his many virtues—his nobility of character—and strive to emulate them.

Gentlemen, my heartstrings are well-nigh broken, and I cannot trust myself to speak longer.

With the consent of the Association, Mr. President, I will now ask the Secretary to read this preamble and resolution, and I move their adoption by a rising vote:

Whereas, We are called to mourn the loss of an associate, who held our earnest admiration for his faithful services, and his many amiable traits of character, his noble impulses, his modest and courteous manner.

It is not strange that a pall hangs over us as we recall the vacant chair of our deeply lamented friend and associate, Samuel Merwin Strong.

The beauty of his character shows resplendent in all the varied walks of life; that it was incorruptible was universally acknowledged.

He never sought promotion, his inherent modesty forbade it; but the citizens of his native city were not

slow in recognizing his integrity and force of character, and often called him to fill positions of trust and honor.

His charities were never heralded to the world, but were liberally and wisely bestowed.

He had long since learned that wealth is not the sole measure of success.

Tender and ever regardful of the feelings of others—his friendship was of the strongest character and his loyalty to his friends was unbounded—yet he was always fearless in standing up for what he thought was right.

In the social circle he will be sadly missed; his quiet and urbane manners were most attractive. With a sweet and loving disposition, he possessed in the higher degree that nobility of character that influenced others for good.

In 1876, at the first meeting of our Association, he was elected Treasurer, and no more can be said of the faithfulness of his stewardship, than that he uninterruptedly held the position to the day of his death.

No member of our Association could have been more zealous in whatever tended to its prosperity nor more universally regretted.

The memory of Mr. Strong needs no eulogistic words from us. The study of his life was for a higher plane, and when he erred it was never an error of the heart

Though the life of Mr. Strong is closed and we shall see his face no more, we can feel well assured he has left behind an impress for good on many young men of this generation.

The mandate is "Thou shalt come to thy grave in

a full age; like as a shock of corn cometh in, in his season." But our departed friend has been called away in the fullness of manhood, without impairment of his physical or mental power.

Snatched from our number in a most tragic and appalling manner, his death overwhelms us with sorrow—for he was in the zenith of his prosperity and usefulness.

We can only bow to that Divine Omniscience which watches every sparrow that falls, and confidently look to the future for a disclosure of the infinite purpose; therefore,

Resolved, That this Association fully recognizes the noble example and faithful services of Samuel Merwin Strong, and that we tender to the afflicted family of our departed friend our deepest sympathy in the terrible loss they have sustained, trusting an All-wise Providence will extend to them His protecting arm.

Resolved, That these resolutions be spread upon the records of our Association, and an engrossed copy thereof be forwarded to his bereaved family.

W. A. Robinson—I ask the privilege of seconding most heartily the paper which our friend Mr. Van Schaack has presented. It seems to me eminently appropriate that such action should be taken by the Association, additional to the report of the Memorial Committee, on account of Mr. Strong's long service as a general officer of the Association. I believe in the whole history of the Association it is the first time that it has happened that a general officer of the Association has died during his term of office. I think, further, that this paper is most appropriate in every respect, and I believe it will find response in the heart of every member of the Association.

On motion the resolution was unanimously adopted by a rising vote.

Reports of committees being in order, the first report, being that of the Committee on Fraternal Relations, was read by Thomas P. Cook, Chairman of said committee.

REPORT OF COMMITTEE ON FRATERNAL RELATIONS.

Mr. President and Members of the National Wholesale Druggists Association: Your Committee on Fraternal Relations beg leave to report that, acting upon the suggestion of our predecessors, we arranged for each of our committee to visit his State Pharmaceutical Association, there to exchange fraternal greetings and to strengthen the bond of sympathy between the wholesale druggists and the pharmacists. We are happy to say that in each instance your representatives were cordially received, and the hope expressed that they might always be favored with a delegate from your Association.

Among our own members we have endeavored to stimulate an interest in the work you have in hand, and as far as possible act in harmony with your Committee on Membership to induce all eligible parties who are not yet members to unite with us.

We believe that the work of this committee, if properly directed, can always be depended upon to augment very considerably the attendance at our annual meetings. Respectfully submitted,

THOMAS P. COOK, Chairman.

THE PRESIDENT—You have heard the report of your committee. Unless some objection is made it will take the usual course and be referred to the Board of Control. There being no objection it will be so referred.

THE PRESIDENT—I have here a letter directed to our Secretary, which, with your permission, I will read:

Denver, Col., Sept. 1, 1895.

Mr. A. B. Merriam, Secretary National Wholesale Druggists Association:

Dear Sir:—On behalf of the local Committee of Entertainment I take pleasure in presenting you herewith a gavel which, we trust, may be retained for the permanent use of this Association and that your office may act as future custodian of the same.

The gavel possesses some historical value, inasmuch as the handle is made from pine brought over the plains by ox team, in '62 or '63, and used in the partial construction of a building located in the mountains some sixty miles from Denver. The head of the gavel was turned from a section of sandalwood, a souvenir of the World's Fair, and the metal bands are of native Colorado silver.

Yours very truly,

W. A. HOVER,

Chairman Committee on Arrangements and Entertainment.

THE PRESIDENT—On behalf of the Association I extend thanks to Mr. Hover for this gavel. I hope it will be used by many succeeding Presidents of the Association.

Report of Committee on Legislation was then read by Edward H. Hance, Chairman.

REPORT OF COMMITTEE ON LEGISLATION.

Mr. President and Gentlemen: Since the last annual meeting of the Association your Committee on Legislation has endeavored to watch the interests of the members with the same fidelity which marked the course of its predecessors.

That all has not been secured which we hoped to obtain can be charged to the indifference and delays

of Congress, whose broad shoulders can so easily carry all the blame and maledictions our citizenship entitles us to indulge in. We should not, however, wholly charge Congress nor our Legislatures with the delays and disappointments we meet.

In a country like ours, not only are there such diverse opinions respecting principles and projects, but prejudices and interests—both sectional and business—are often found to be antagonistic. Therefore, the inclination among our law makers to "go slow" is one that can, as a rule, be commended.

The diversity of opinion referred to has found fertile ground in the question of tax-free alcohol, which so largely occupied the attention of your committee since the last meeting of our Association; an inheritance it received from its predecessor, and which it will, in turn have to bequeath to its successor; not, however, it is hoped, without some ground gained, besides leaving the case in good shape for its continuance.

In the conflict of opinion above referred to, interests that fancied they were not to be benefited; that supposed others—and these of inimical classes—would receive the "lion's share" of advantage; that objected simply because they did not "see the way clear;" that had all kinds of objections to urge; have, naturally, been influential in making it difficult for government councils to determine just what seemed the best course to pursue.

Had all the interests affected unitedly exerted their influence for tax-free alcohol, the law would now likely be in force, and every legitimate interest—large and small—would be enjoying its advantages.

While these advantages might not be all that was

hoped for, and might be diminished by embarrassing regulations, the opportunity of making a long stride toward the object that medicine and the arts have so long been struggling to attain should not be lost.

The National Wholesale Druggists Association has been a diligent and consistent advocate of tax-free alcohol. Its last Committee on Legislation devoted considerable time and effort in forwarding the object.

At the meeting last year the following resolutions were adopted:

"Resolved, That the National Wholesale Druggists Association earnestly deprecates the delay on the part of the Treasury Department in issuing such regulations as will make available the recently enacted law for free 'alcohol in the arts and in medicinal or other like compounds,' as it has already occasioned great uncertainty and loss on the part of those intended to be benefited by its provisions. We, therefore, respectfully urge that such regulations be promulgated without further delay.

"Resolved, That the Legislative Committee be empowered to secure the services of such legal assistance as in their judgment is needed to carry out the foregoing resolution."

These resolutions were preceded by the following recommendations of the Board of Control:

"We recommend that the incoming Committee on Legislation follow with vigor the work of the previous committee, and take all possible means, urging the Treasury Department to place the law in operation at the earliest possible moment, and in case the Treasury Department should decline to execute the law upon the ground of its inability to formulate regulations for its enforcement, or for the reason that no appropriation was made for its execution, that the committee use their utmost efforts to have the law so amended as to render its enforcement possible."

In compliance with this expressed desire of the Association, your Committee on Legislation entered upon its duties feeling that with divided sentiment in the trade, and with the opposition of the Treasury Department to the enforcement of the law, it had no easy task before it.

By summoning the assistance of the members of the Association—through urging their Senators and members of Congress to oppose any movement toward repeal of section 61 of the Tariff law—that law remains among the statutes to this time.

It will doubtless so remain, until it is bettered for the whole trade, if druggists and manufacturers will unite their efforts toward securing further pronounced expression from Congress; and requirements, by that body, of revenue regulations which will not be offensive and impracticable to those who use distilled spirits for manufactures of medicines and the arts other than compounding spirituous beverages.

Besides the assistance of the members of our own Association, the aid of various State pharmaceutical associations and colleges of pharmacy was successfully invoked.

The agitation that the subject has been receiving in the trade papers and pharmaceutical journals for the past year was in consequence of the prominence the question has attained through the efforts of your committee to stimulate the interest of the whole trade, large and small, to the benefits that will accrue by prosecuting the crusade to a successful issue.

On Jan. 15 last a meeting of the members of the Committee on Legislation—within easy distance from New York—was held in that city at the rooms of the New York Board of Trade and Transportation.

There were ten members present, including the President of our Association. These were joined—through invitation—by three members of the Legislation Committee of Drug Section of New York Board of Trade and Transportation.

This meeting was in session nearly all day, during which time the work that had already been done, and that laid out for further execution, was thoroughly canvassed.

It was there resolved that the following "suggestions" be adopted, and that the absent members of the committee be communicated with, their indorsement obtained, and that letters containing these "suggestions" be sent to the Secretary of the Treasury and to the Commissioner of Internal Revenue. All of which was done.

It was also resolved "that the Chairman of the Committee on Legislation be authorized to take such further measures as in his opinion will lead to the speedy adoption of regulations making possible the carrying out of the law."

SUGGESTIONS

Offered by the Committee on Legislation of the National Wholesale Druggists Association, the Committee on Legislation of the Philadelphia Drug Exchange, Committee on Alcohol Legislation of the Philadelphia College of Pharmacy: As a basis for framing a law or making regulations toward defining and rendering operative section 61 of the customs law of 1894.

Indorsed at the annual meeting of the Philadelphia Drug Exchange, Jan. 22, 1895.

Indorsed at a special meeting of the Philadelphia College of Pharmacy, Jan. 23, 1895.

Indorsed at a special meeting of the Drug Trade Section, New York Board of Trade and Transportation, Jan. 28, 1895.

DEFINING "MANUFACTURER."

"B."—That the term "manufacturer" as used in section 61 of the above-named act, and in these suggestions, shall be construed as meaning and including all those who purchase alcohol in original packages, as hereinafter defined, for the purpose of manufacturing products used in the arts or medicine, and who do not use the alcohol in the preparation of compounds that can be classed as beverages.

DEFINING ALCOHOL FOR MANUFACTURING PURPOSES.

"C."—That no spirit of less strength than eighty (80) per cent. above proof, or ninety (90) per cent. by volume, shall be classed by the internal revenue office as alcohol for manufacturing purposes within the meaning of the act.

DEFINING ORIGINAL PACKAGE AND REGULATING THE STORAGE OF ALCOHOL.

"D."—All alcohol used in the arts or in the manufacture of medicinal compounds on which a claim for rebate of the tax is to be made, must be purchased in packages, as put up by registered distillers, of not less than one-half barrel, and containing not less than twenty (20) wine gallons each. Such packages shall be considered as "original packages" within the meaning of the act. All such alcohol must be stored by the manufacturer, immediately on receiving the same, in an apartment separate from that in which alcoholic liquids of any kind are offered for sale, and each package must be marked distinctly, "For manufacturing purposes only."

"E."—That every manufacturer desiring to secure the benefit of the Act, shall file with the Collector of Internal Revenue for the district in which the said manufacturing industry is located, a notice of such intention; accompanied by a statement of the location of the factory, or apartment, and the character of the products in which the alcohol is to be used. For the faithful observance of the conditions of the law, he shall give bonds, to be renewed annually, to an amount proportioned to the quantity of alcohol likely to be used.

"F."—That an accurate account be kept of all alcohol purchased for manufacturing purposes and of the class of products in which it was used.

"G."—At the time stamps are surrendered and a claim made for payment of the rebate of the tax on alcohol used for manufacturing purposes, there shall be presented by the claimant a sworn statement setting forth the class of articles in the manufacture of which such alcohol was used. No such claim to be allowed until it is certified to as correct by the internal revenue officer deputized for this purpose.

"H."—To protect the revenue against fraud by the manufacture of any compound that—under the guise of medicine—could be popularly sold as a beverage, the Commissioner of Internal Revenue shall refer a sample of the preparation to an expert connected with his office for analysis, should he doubt the character of the product on which the manufacturer claims the rebate of tax on alcohol. Upon the report of this expert, the commissioner shall base his decision as to whether the manufacturer is entitled to the rebate. From this decision an appeal can be taken as hereinafter provided for.

"I."—From the commissioner's decision there shall be a right of appeal to a board to be selected by the Secretary of the Treasury, from names submitted by the presidents of such associations as the American Pharmaceutical Association, American Chemical Society, National Wholesale Druggists Association, American Medical Association, National Paint, Oil and Varnish Association, each president presenting the names of three persons; not more than one to be selected from each association.

The Board here provided for shall meet at stated intervals, in Washington, at the office of the Commissioner of Internal Revenue, to consider the appealed cases above provided for, and the decision of a majority of this board shall be final.

Protection to the revenue against the danger of illicitly reclaiming alcohol, selling the alcohol represented as having been used for manufactures, or other evasions of the law, to be afforded by the methods now at the command of the internal revenue office for the detection of frauds.

Committee on Legislation of the National Wholesale Druggists Association—Edward H. Hance, Chairman, Philadelphia; Horace M. Sharp, Philadelphia; Horace Burrough, Baltimore; B. F. Fairchild, New York City; Albert Plaut, New York City; Hugh H. Osgood, Norwich, Conn.; Arthur W. Claflin, Providence, R. I.; John A. Gilman, Boston; Charles Cook, Portland, Me.; William A. Robinson, Louisville, Ky.; Dr. R. V. Pierce, Buffalo, N. Y.; C. H.

West, St. Louis; Frank A. Faxon, Kansas City, Mo.; J. C. Fox, Atchison, Kan.; John B. Purcell, Richmond, Va.; Evan F. Lilly, Indianapolis, Ind.; Edw. H. Cutler, St. Paul, Minn.; A. R. Olney, Clinton, Iowa; William P. Redington, San Francisco.

Committee on Legislation of the Philadelphia Drug Exchange—Edward H. Hance, Chairman; H. B. Rosengarten, H. N. Rittenhouse.

Committee on Alcohol Legislation of the Philadelphia College of Pharmacy—George M. Beringer, Chairman; William McIntyre, Robert England, Rush P. Marshall, Joseph W. England.

"J."—For additional clerks and other officers to perform the additional work made necessary by section 61 of the customs law, an appropriation of \$............ be made; and the Secretary of the Treasury may make regulations assessing the cost of ascertaining title to exemption on the claimant, or of refunding, in proportion to the amount of rebate tax claimed.

Committee on Legislation of the National Wholesale Druggists Association—Edward H. Hance, Chairman, Philadelphia; Horace M. Sharp, Philadelphia; Horace Burrough, Baltimore; B. F. Fairchild, New York City; Albert Plaut, New York City; Hugh H. Osgood, Norwich, Conn.; Arthur W. Claffin, Providence, R. I.; John A. Gilman, Boston; Charles Cook, Portland, Me.; William A. Robinson, Louisville, Ky.; Dr. R. V. Pierce, Buffalo, N. Y.; C. H. West, St. Louis; Frank A. Faxon, Kansas City, Mo.; J. C. Fox, Atchison, Kan.; John B. Purcell, Richmond, Va.; Evan F. Lilly, Indianapolis, Ind.; Edw. H. Cutler, St. Paul, Minn.; A. R. Olney, Clinton, Ia.; William P. Redington, San Francisco.

Committee on Legislation of the Philadelphia Drug Exchange—Edward H. Hance, Chairman; H. B. Rosengarten, H. N. Rittenhouse.

It will be observed that these "Suggestions" were indorsed at the annual meeting of the Philadelphia Drug Exchange, at a special meeting of the Philadelphia College of Pharmacy, and at a special meeting of the Drug Section of the New York Board of Trade and Transportation.

A copy of these "Suggestions" was mailed to each member of our Association, active and associate, with the following letter:

PHILADELPHIA, Feb. 1, 1895.

Dear Sirs:—Herewith please find copy of "Suggestions," which are the result of a number of conferences between the committees named; and which have, in each case, been unanimously approved by the organization indorsing them.

I trust that they will also meet your approval, and that when I notify you of the time for united action having arrived, you will promptly communicate with your Senators and Representatives (who will then have been supplied with the "Suggestions"), urging their efforts toward securing amendments, of this character, to the law now giving free alcohol to those using it for medicine and the arts.

Yours very respectfully,

EDWARD H. HANCE, Chairman.

It would seem proper that this Association take action on these "Suggestions" at this meeting.

Therefore, your committee asks for the adoption of the following resolution:

"Resolved, That the National Wholesale Druggists Association approves of the course taken by its Committee on Legislation in the matter of free alcohol for medicine and the arts.

"That we declare our continued adherence to the policy of free alcohol; that the 'Suggestions' framed by the committees of the National Wholesale Druggists Association, the Philadelphia Drug Exchange and the Philadelphia College of Pharmacy, are hereby indorsed; and that the next Committee on Legislation is requested to advocate these 'Suggestions' in their effort for free alcohol, and to endeavor to secure regulations or legislation in the direction these 'Suggestions' point.'

The following letters of Dec. 10, 1894, and Jan. 4, 1895, were mailed to each member of the Association. They urged our members to use the individual influence of their houses with their Senators in Washington. These, together with the accompanying circular letter of Dec. 11, 1895, to each United States Senator, have, we are convinced, much to do with preventing the repeal of Section 61, notwithstanding the efforts

and weighty influence of the Treasury Department to secure relief from framing perplexing regulations, and to retain in the Treasury the revenue which the law would deprive it of.

Copy of letter to each member of the Association:

PHILADELPHIA, Dec. 10, 1894.

Dear Sir:—An early effort may be made by the Treasury Department to have the section in the customs law—known as the "Hoar Amendment"—repealed, on account of its ambiguity and failure to provide the Internal Revenue Office with the necessary means for its execution.

It would seem inexcusable if our Association were to permit such action without earnest protest on the part of its members.

The National Wholesale Druggists Association is on record as being in favor of free alcohol for medicine and the arts.

It has upon several occasions so expressed itself.

Now, that an entering wedge has been applied to the removal of a burdensome and offensive tax, the advantage gained should not be lost through failure to make a strong appeal to our Congressional Representatives for the consummation of the relief we have so long applied for.

Will you promptly write to the Senators from your State and Representative from your districts advocating measures that will make this law effective and at the same time free from regulations of an obnoxious and oppressive character that might defeat the purpose for which it was intended? Yours very respectfully,

EDWARD H. HANCE,

Chairman of Committee on Legislation, National Wholesale Druggists Association.

Copy of circular letter to each United States Senator.

PHILADELPHIA, Dec. 11, 1894.

The Committee on Legislation of the National Wholesale Druggists Association desire to respectfully call your attention to the following facts:

At the last session of Congress an amendment to the Tariff bill was offered by Senator George F. Hoar, in recognition of the many appeals that had been made by manufacturers in the various pursuits of medicine and the arts, for relief from burdensome taxation which all other branches of clean, moral and legitimate business are entirely exempt from.

This amendment now forms section 61 of the Customs law and reads as follows:

"Any manufacturer finding it necessary to use alcohol in the arts, or in any medicinal or other like compound, may use the same under regulations to be prescribed by the Secretary of the Treasury, and on satisfying the Collector of Internal Revenue for the district wherein he resides or carries on business, that he has complied with such regulations and has used such alcohol therein, and exhibiting and delivering up the stamps which show that a tax had been paid thereon, shall be entitled to receive from the Treasury of the United States a rebate or repayment of the tax so paid."

Because spirits, as a beverage, seems a fit product to yield, by heavy taxation, a liberal portion of the Government's revenue, it cannot be defended upon any fair and equitable grounds that that portion of it required for medicine for the sick, and as a solvent for the various commodities used in the arts, should be taxed to any greater extent than other articles entering into the industrial economy.

For thirty-two years have these industries labored under this excessive burden.

We desire to call your attention to the fact that the enormous tax of over 500 per cent. over the actual untaxed value of alcohol is the tribute that these industries are called upon to yield.

It cannot be claimed that they are reimbursed by the selling prices of their products, for such cannot be proved to be the fact.

In the case of the retail apothecary: Many of his products that are doled out in a small retail way do not yield him more than 100 per cent. advance over the price obtained when alcohol was untaxed; while he is compelled to pay over 500 per cent. more for this ingredient of these preparations.

This brief statement will serve to show you the extent to which a large and worthy class of citizens is overburdened and discriminated against.

Therefore you are petitioned to oppose any movement to repeal this section; but, instead, to advocate such change that will remove from it the ambiguity which now makes it difficult for the Secretary of the Treasury to construe; and to provide the Internal Revenue Office with the necessary equipment to execute the provisions of the law. Yours very respectfully,

EDWARD H. HANCE, Chairman.

Copy of letter to each member of the Association:

PHILADELPHIA, Jan. 4, 1894.

Dear Sir:—Recent advices from Washington indicate early introduction into the Senate, with the Urgent Deficiency bill, a clause repealing section 61 (free alcohol for medicine and the arts) of the Customs law.

Will you please telegraph at once to your Senators to the following effect:

"Respectfully ask you to vote against any movement looking to the repeal of free alcohol for medicine and arts."

This communication is sent to each member of the National Wholesale Druggists Association.

By all acting promptly and unitedly their appeal can hardly fail to secure respectful consideration. Yours very truly,

EDWARD H. HANCE, Chairman.

BANKRUPTCY LEGISLATION.

At the above referred to New York meeting of your committee—in conformity with the previously declared sentiments of our Association—it was resolved: "That the committee oppose the passage of the Bailey Bankruptcy bill and advocate the Torrey Bankruptcy bill as passed by the Fifty-second Congress."

In accordance with that resolution your committee exerted its efforts toward preventing the passage of the Bailev bill.

They were not singular in their opposition, for many commercial bodies throughout the country used their influence in the same direction. These efforts were stimulated by reason of the Bailey bill having passed the House during the absence of the friends of the Torrey bill; it having been generally understood that no legislation from the Judiciary Committee would be considered during the session.

When it came before the Senate the opposition manifested by the business community was so universal and decided that the bill was not taken up.

The following extract taken from a paper issued by the Boston Merchants' Association, briefly states the reason why the Torrey bill should meet with greater favor by merchants than any other that has, thus far, been presented to Congress.

The Constitution of the United States wisely conferred upon Congress the power to establish "uniform laws on the subject of bankruptcies throughout the United States."

Since the foundation of the Government, Congress has enacted three bankruptcy laws, viz.: in 1800, in 1840 and in 1867. On account of various imperfections those laws were soon repealed, the last one in 1878. Since then several bills have been proposed, the most complete as well as the most familiar being known as the "Torrey bill." This bill has been most carefully drawn, even to its minutest details, and provides a complete code on the subject. It has run the gantlet of the most profound legal wisdom and the best business judgment of the land, and is considered to be free from defects, and to embody all the good features of former legislation and experience in this and other countries. It has received the indorsement of nearly 400 commercial bodies representing every department of business-wholesale, retail, financial, manufacturing and professional-located in every State in the Union. That this bill has not already become a law is due chiefly to certain opposing forces of a selfish or unjust nature-forces which are becoming daily less potent as the necessity and merits of the bill become apparent to honest and fair-minded men.

The members of your Association have been kept well advised of the necessities of the case.

Many of them have used their influence by complying with the recommendations of the following letter.

They can feel that their efforts are having good results, and can indulge the hope that the Torrey bill has now better prospect than ever before of becoming a law.

Copy of a letter to each member of our Association:

PHILADELPHIA, June 12, 1895.

Dear Sir:—Herewith please find a copy of folder that is issued by the Boston Merchants' Association in the interest of the Torrey Bankrupt bill, suitable for inclosing in correspondence.

You will recognize that the National Wholesale Druggists Association has upon several occasions indorsed this bill in preference to others that have of late years appeared before Congress.

I trust that you will feel free to take an active interest in disseminating the literature, and that you will write to the Boston Merchants' Association, 56 Bedford Street, Boston, Mass., Mr. Beverly K. Moore, Secretary, requesting as many copies as you think you can use to advantage in the correspondence of your house.

Asking your earnest consideration of the matter, I remain,
Yours very truly,
EDWARD H. HANCE, Chairman.

PURE FOOD AND DRUG BILL.

Some members of the last Congress repeated, in one of its branches, the effort of several of its predecessors to undertake the questionable legislation of regulating, by national enactment, the production and sale of food and drugs.

To the present time there has been no bill proposed that was not defective in the important properties of being practicable, of preventing the evils it was intended to suppress, and of leaving interstate commerce untrammeled and unembarrassed.

The last bill submitted in the House of Representatives was known as the Hatch Pure Food bill—

House bill No. 4,863. It was free from some of the objectionable features of its predecessors; but, nevertheless, was not acceptable to business interests. Therefore your committee, in harmony with the previously expressed views of the Association, exerted its efforts toward the defeat of the measure.

The following letter was sent to each member of our Association. Doubtless our members, as a rule, used their influence with their representatives, and other business interests did likewise; for, notwith-standing the sanguine expectations of its friends, Congressman Hatch's bill found no favor with the majority of the House, thus meeting the fate of its predecessors.

Your committee recommends the adoption of the following resolution as an indorsement of the Association's previous actions on this subject;

"Resolved, That while we heartily condemn adulteration and misrepresentation of all kinds of goods, more particularily of food and medicine, the National Wholesale Druggists Association decidedly objects to national legislation on this subject, believing that such cannot constitutionally prevent the evils referred to."

It is generally conceded that such legislation should be restricted entirely to the individual States, to whom alone is given the power of police supervision over their respective citizens.

The number of States adopting such prohibitory laws is constantly increasing, and it would seem that within a few years all will have in force enactments governing the evil of food and drug adulteration, the extent of which we are of the opinion is very much exaggerated.

Copy of letter sent to each member of the Association:

PHILADELPHIA, January 31, 1895.

Dear Sir:—I am in receipt of the following advices from Washington:

"While it is true that the time between now and the adjournment of Congress is short; that on the one hand Mr. Hatch is likely at any time to resort to desperate expedients to bring his 'Pure Food' bill forward, and on the other hand that no action which can be taken by you now would be premature to meet any movement possible in this Congress. * * * your Association should immediately take such measures as to put on the alert your friends here from every part of the country; for there can be no hurt in so doing, and such a course may prove to have been most essential."

In view of this situation I am writing to all the members of the National Wholesale Druggists Association, that the action may be in concert, to at once write to their Representative in the House of Representatives, U. S., to similar effect of the suggestion given below.

This is all in the direction of a resolution passed at the last meeting of our Association.

Trusting that you will give the matter your prompt attention and thus add to its force and influence by numbers, I remain, Yours very respectfully,

EDWARD H. HANCE,

Chairman.

While we heartily condemn adulteration and misrepresentation of all kinds of goods—more particularly of food and medicine—we decidedly object to national legislation that cannot prevent these evils, as acknowledged by the bill's own provisions, and as wrongly stated in the title of the bill, "To prevent the adulteration and misbranding, etc."

It simply aims to regulate commerce between the States and Territories, and does not assert the intention or the right to control adulteration carried on within the State boundaries.

Its provisions would likely simply serve to embarrass interstate commerce and interfere with the business of a large class of reputable citizens.

We recognize that it does not seem judicious to antagonize so popular a sounding title as the bill is erroneously given; but we maintain that the State laws that are now in force in so many of the States against adulteration are ample for the protection of the citizens.

The number of States adopting such laws is constantly increasing, and it would seem that within a few years all will have in forceenactments governing the evil Mr. Hatch's bill (House Bill No. 4,863) aims to correct.

In closing its report, your committee desires to acknowledge the assistance rendered by the majority of the trade and pharmaceutical journals in advocating the various measures your committee endeavored to forward in the interest of the trades represented in the association.

The Oil, Paint and Drug Reporter was particularly prominent in keeping the trade well advised of proceedings in the matter of free alcohol; and, through its Washington correspondent, presented many interesting and important phases of the question.

Respectfully submitted,
EDWARD H. HANCE.

Chairman.

THE PRESIDENT—You have heard the report of the very large amount of work performed by this very important committee, and the recommendations that are contained therein. Unless there is objection this report will take the usual course and be referred with the recommendations to the Board of Control for action. There being no objection it was so referred.

Motion to adjourn until 2:30 p. m.

Mr. Weller—I amend that motion, and move that we adjourn until 3 o'clock on account of the im-

portant meeting in the Board of Control room of the Proprietary Section.

THE PRESIDENT—I will ask that that motion be withheld for a time until I announce the following committees:

Committee on Time and Place of Next Meeting— John N. Carey, Indianapolis; W. J. Walker, Albany; H. B. Gilpin, Baltimore; Daniel Myers, Cleveland; James McCord, La Crosse.

Committee on Nomination of Officers—William A. Robinson, Louisville; J. C. Fox, Atchison; John R. Owen, Chicago; John A. Gilman, Boston; W. E. Marvin, Toledo.

The motion to adjourn being seconded the same was thereupon voted, to meet at 3 o'clock this afternoon.

THIRD SESSION.

Tuesday Afternoon, September 3.

President Main called the Convention to order and said: "Since the last session the Secretary has been handed credentials from the Massachusetts State Pharmaceutical Association, appointing Mr. John A. Gilman, of Boston; Mr. T. M. Harris, of Worcester, and Mr. J. H. Manning, of Pittsfield, as delegates to this meeting. On behalf of our Association I extend to these gentlemen the privileges of the floor, and if any of them are present would be glad to hear from them at this time. As they do not appear to be present, we will proceed with the regular order of business, which is the reading of the report of your Treasurer. In his absence, it will be presented by the Chairman of the Auditing Committee, Mr. Daniel Myers."

DANIEL MYERS—The Treasurer has placed in my hands the following report:

TREASURER'S REPORT.

	0 15 01
Balance last report	
Total receipts	8,097.65
*	
	\$8,113.26
Disbursements	8,111.86
Balance	\$1.40

Daniel Myers—As Chairman of the Auditing Committee, I am pleased to report, Mr. President and gentlemen, that I have carefully compared the vouchers and statement and find everything in order. The balance in the Treasury is \$1.40, for which there is a check herewith from the Treasurer, closing the account.

THE PRESIDENT—Gentlemen, you have heard the report of the Treasurer and also the report of the Auditing Committee. As Mr. Strong was not to be present at this meeting, I appointed in advance three of our members residing in Cleveland to act as auditors. If there is no objection this report will take the usual course. The next report called for will be the report of the Committee on Transportation, which will be read by the Secretary. Gentlemen, give your attention to the reading of this report.

REPORT OF COMMITTEE ON TRANSPORTATION.

Mr. President and Gentlemen:—As a committee separated several hundred miles, we find ourselves in the same position any one man or firm of our Association does, in endeavoring to present a grievance to a company on the subject of transportation.

You are met gentlemanly, but the rules are arbitrary. A client is sent from one office to another, each one in his turn acknowledging the complaint is just and right, and states it will be acted upon at an early date; you are bowed out in a graceful manner and your memorandum is pigeonholed. When you have another complaint, you file it away yourself and pocket your wrath.

The classification of rates, as applied to goods we handle, are no doubt correct in the main. In very many instances, however, they are decidedly wrong. For example: Epsom salts are shipped as first class in less than carload lots, and fourth class in full car. Considering this article is not hazardous to handle and always in good packages, and an item of so little value, it is not classified correctly, in our judgment.

This is only one item of many, but suffices as an example.

Your committee has had considerable correspondence with Mr. Geo. F. Stone, Secretary of the "National Transportation Association," whose headquarters are in Chicago, and has looked into the workings of this Association. We believe it would be wise for the National Wholesale Druggists Association to seek a membership in that body. It is an organization of some years' standing, composed of mercantile organizations, boards of trade, and chambers of commerce, as per the following list of membership:

The Millers' National Association, Milwaukee.

Board of Trade, Chicago. Chicago Freight Bureau. Cincinnati Chamber of Commerce. Board of Trade, Peoria. Boston Chamber of Commerce. Merchants' Exchange, St. Louis. Louisville Board of Trade. Baltimore Corn and Flour Exchange. Commercial Exchange, Philadelphia. Indianapolis Board of Trade. Cleveland Chamber of Commerce. National Paint, Oil and Varnish Association. Chamber of Commerce, Milwaukee. Chamber of Commerce, Minneapolis. Duluth Board of Trade. Board of Trade, Detroit. Toledo Produce Exchange. Manufacturers' Club, Philadelphia.

This matter was ably presented to our Association last year in New York by Mr. O. F. Whitelaw, of St. Louis, who at the time stated the object of the National Transportation Association, and we quote from their constitution as follows:

"The object of the Association shall be to take such action as may be deemed expedient and to the interest of the commercial public, upon the questions which exist, or may hereafter arise bearing upon the matter of transportation and the relation between the public and the common carriers."

We therefore suggest that, inasmuch as there is an influential organized association for the specific purpose of operating as a barrier between shippers and transportation companies, the National Wholesale Druggists Association apply for membership. Respectfully submitted,

W. J. Walding, Chairman. H. W. Evans, L. L. Pope, Charles E. Potts.

The President—Gentlemen, you have heard the report of your Committee on Transportation. Unless there is objection this report will go to the Board of Control for its consideration. There being no objection the report will be handed to the Board of Control accordingly. Before proceeding further, I see Mr. Gilman, one of the representatives of the Massachusetts State Pharmaceutical Association, has entered the room. I would like to inform him that his delegation has been accorded the privileges of the floor, and if he has anything to say to us we should like to hear from him at this time. Mr. John A. Gilman, gentlemen.

MR. JOHN A. GILMAN—Mr. President and gentlemen, there is not much of interest to report from our association other than the fact that they have endeavored to carry out the suggestions of this Association as far as possible in regard to forming local associations, and we have been fairly successful. The

retail trade has been canvassed also on the matter of selling goods by proprietors direct to retail dealers. and something like 85 per cent., my impression is, have expressed the wish and desire that manufacturers would discontinue selling to the retailers direct for the reason that they deem that while the remaining 15 per cent. may be getting some advantage-in this per cent. the cutter is included—the latter never would have made as low prices, or have become as hard a competitor of the retail trade as he is to-day. had it not been for the fact that the proprietor sold him the goods direct, and thereby he was put in a better position than he would have been had he been obliged to buy his goods through the trade. A very large majority, as you will see by the statement I have made, is of that opinion, and we sincerely hope that immediate action may be taken by this Association looking toward bringing all manufacturers to the opinion of the few who decline orders from the retail dealer direct. I do not know, Mr. President, that there is anything further to report.

The President—I am exceedingly glad to learn that the pharmacists of Massachusetts are so well organized, and that they have taken so sensible a view of the business question that Mr. Gilman has presented. I am sure that if the Chairman of our Committee on Proprietary Goods was here he would be very much gratified and would make a suitable reply. The next regular business before the Association will be the reception of the report of the Committee on the Drug Market, Mr. George L. Muth,

Chairman.

The following report was then read by Mr. George L. Muth, Chairman of the committee:

REPORT OF COMMITTEE ON DRUG MARKET.

Mr. President and Gentlemen of the National Wholesale Druggists Association:

The great depression in all trades existing at the time of our last meeting, we regret to say, has not passed away; but from present appearances may continue to the end of this year. True, some of the leading industries of the country are booming up.

There being no agitation of the tariff, but considerable agitation of the financial questions (gold and silver) may have delayed the expected revival that we all hoped would set in at the beginning of the new year, 1895.

There being so many articles in the drug line that we have to handle, necessarily there were some considerable fluctuations.

The failures in the drug trade are far less than in any other mercantile business in the country; certainly good cause for congratulation.

ACID—Benzoic—Ex-toluol is now in process of being manufactured in this country, and five tons have been placed at a price very much less than the imported. The outcome of this attempt, however, will not be known until deliveries have been made on account of contract. Prices quoted 47 to 50c. for the imported.

Boracic—Quoted October, 10½c. and in April 9½c., at which it is now held. California offered in May at 8c. for crystals, and 9c. for powder; in June American is quoted 7 to 8c.

Carbolic—In drums runs from 12 to 14c., and in bottles 17 to 22c., some certain makers asking much higher prices.

Citric—Has been very steady, only a change of 2c.; quoted September, 1894, 37½c., and August, 1895, 35½c.. July, 1895, 36½c.

Oxalic—Very slight change during the year; $7\frac{1}{4}$ c. September, 1894, and $7\frac{1}{4}$ to $7\frac{1}{2}$ c. in August of this year.

Salicylic—Here we have a very large decline; was 97c. in October, 56c. in February, 50c. in May and 45c. in July; in August some makes 41c. The cause of the heavy decline is said to have been brought on by those manufacturers outside of the pool who had accumulated heavy stocks. It is probable present low price will remain.

Tartaric—October was 22½c., and has advanced, selling in June at 26½c, at which price it remains to-day.

Acetanilid—In October sold 32c. and is quoted in August, in quantity, at 28 to 29c.

ALCOHOL—Grain—This article had but a slight change during the past year, selling in October, \$2.33; February, \$2.40; April, \$2.36; May, \$2.29; July, \$2.35 and August, \$2.34. These are the net figures, as the rebate was withdrawn at the time of our last annual meeting, October, 1894.

Wood-Which has been selling all winter at 70c. was advanced in March to 90c., which is ruling price in August.

ANTIFEBRIN-11c. per oz. in 500 oz. lots has been price all during this year.

 $\overline{\text{AMMONIA}}$ —Carbonate—There has been no change, English and American 8 to 814c.

Muriate Lump-No change in lump; 91/4c. in casks.

Muriate Granulated—Selling at 7 to 7½c., can now be bought for 6½c.

ARROWROOT—The importation from July, 1894, to July, 1895, was 99,736 lbs., valued at \$8,513. It is reported the consumption of genuine Bermuda Arrowroot in this country seems to have dwindled down to about two thousand pounds a year. We should recommend to the trade to stop labeling and selling fine grades of St. Vincent "Bermuda." While habit has almost sanctioned this custom, still it is contrary to those principles that, we may flatter ourselves, generally govern trade relations in the wholesale drug trade. Prices quoted, American, 4½c.; St. Vincent's, 6½ to 8½c.; Bermuda. 23 to 31c.

BALSAMS—Copaiba (Central America)—Selling in October 34c., and gradually declining to 31 and 32c.

Canada Fir—Selling in October \$3.00 gallon, dropping. November, to \$2.25, and now \$2.10 to \$2.15 in barrels.

Peru—This is one article in trade that has fluctuated very much, selling in October \$1.60, advancing in February \$1.75 to \$2.50, in April, \$2.75; May, \$2.50; June, \$2.25; July, \$2.15; August, \$2.15.

Tolu—Another article that has rapidly advanced, the present price, 40c., having been paid in 1888, the price in October was 24c., January, 28c.; April, 30c.; June, 35 to 40c.; and some holders now ask 42c.

BARKS—Cascara Sagrada—Has ruled very steady, 3¾ to 5c. Cinchona—Price has been downward, ruling from 15 to 22c. Sassafras—This has been rather scarce at certain seasons.

price ruled from 2½c. for very common, to 6c. for prime, the latter quoted 5½c. in August.

BERRIES—Cubeb—This article has been very low past year, regular old-time price, selling in October 12 to 17c.; November, 8 to 12c.; April, 12 to 16c.; and remaining so at close of this report.

Juniper—Sold in October 2c. and gradually dropped to 1%c.

in June, now again selling at 2c.

Saw Palmetto—The sale of this new drug has increased very much in the past few years, prices have also fluctuated, selling as low as $3\frac{1}{2}$ c., are quoted April, 6 to 8c., August, $4\frac{1}{2}$ to 6c.

BORAX—Has fluctuated from 7c. down to 5c. in January, in March, 6¼c.; June, 5%c.; July, 5½c.; August, 5¼c.

BLUE VITRIOL—Advanced from 31/4 to 4c., which is the price in July; August, 35/8 to 37/8c.

BISMUTH—Metalic having declined in April, price of subnitrate reduced to \$1 per lb.

BEANS—Vanilla (Mexican)—Ruling price has been from \$5 to \$12, as to quality and length.

Tonka (Angostura)—Selling in October, \$1.40; in May, \$1.75; in June, \$1.80; August, \$1.90 to \$2.

CAFFEINE—This has been one of the mysteries in prices the past year, prices below will show how rapidly they changed: October 15, \$3; October 30, \$4; November 1, \$4.50; November 10, \$5; November 20, \$7; December 10, \$6; December 20, \$5; December 30, \$4.50; February 1, \$5.50; March 1, \$7.50; April 1, \$9.50; July 1; \$8.50; August, \$6.50 to \$7.50.

CAMPHOR—American—Another one of the articles in the drug trade that has had its declines and advances the past year, sold in October, 42c.; December, 37c.; January, 36c.; February, 34c.; February 20, 36c.; March, 38c.; May, 44c.; June, 50c.; June 18, 54c.; July, 54c.; August, 54c.

Japan—This has kept moving with the American make; selling, October, 40c.; November, 33c.; June, 48 to 50c.

CHLORAL HYDRATE—Price reduced to 85c. in bulk.

CINCHONIDIA SULPHATE—Has ruled very even during the year, 2 to 24c, as to quantity.

COCAINE—Again one of the articles that has its ups and downs; price in October, \$5 per oz.; December, \$5.50; March, \$6.50; April, \$5.75; May, \$5.25; June, \$4.50; August, \$4.55 per oz.

CREAM TARTAR—Was 17½c. in October, 1894, and was advanced in May to 19½c.

CANTHARIDES—Russian—This has declined during the year; price last October, 65c.; declined in May to 58c. and July to 56c-

Chinese-Have ruled steady all the year at 26c.

CUTTLEFISH-Trieste has been steady from 8 to 81/2c.

DRAGON BLOOD—Reeds—The price ruling in October last, 70 to 80c., was advanced in November to \$1, declining in March to 90c., and in June to 65c.; August, 65c.

Mass—Selling in October at 18c., has dropped to 16c. in July; high grades quoted at 35 to 45c.

ERGOT—This has declined very much, Spanish declining from 25c. in October to 19c. in July, and German from 22 to 15c. and 17c. in July.

FLOWER—Arnica—These have ruled very low all the year, price in October being 7½c., and in July, 7 to 7½c.; August, 6½ to 7c.

CHAMOMILE—German—The German, there being a large crop in 1894, the range of price has been very steady, from 9 to 14c.; the crop of 1895 is said to be a very good one, and prices remain 12 to 15c. for the new in July.

Roman—The price of this has changed very little from 10 to 15c., as to quality, being the price.

GLYCERINE—Has remained at a low price all the year, selling at 12c. in October in drums, and droping in January to 11c. in drums, which is the price in August; barrels, 11½ to 12c.; and cans, 12 to 14½c., as to brand.

GUARANA—This declined very much during the year, selling in October at 85c., gradually dropping, and is quoted in July at 67c.

GUM—Arabic—The better grades have ruled pretty regular during the year. Firsts, from 42 to 47c.; seconds, 28 to 30c.; thirds, 22 to 25c. Sorts were 13 to 14c. in October, and in January advanced to 17 and 18c.; in July, 14 to 15c.

Asafætida—This has had many changes during the year. Price in October was 20 to 30c.; December, 30 to 38c.; March, 25 to 30c.; and now, July, 15 to 20c.; August, 14 to 20c.

Benzoin-Has ruled from 25 to 38c. all the year.

Kino—Has been run up to a very high figure during the year, selling in October, \$1.50; November, \$1.75; January, \$2.00; April, \$2.50; and in May it was quoted as high as \$3.00, dropping in June to \$2.00, and in July to \$1.75; August, \$1.50 per pound.

Mastic—This has declined about 15 per cent. during the year; now quoted at 48 to 52c.

Tragacantha—Aleppo, first selling in November 68c., and in July declined to 57 and 60c.

Guaiac—Has ruled very steady all the year, price ranging from 12 to 20c.

Gamboge—This has declined, quoted in October at 50 to 52c., and in August 40 to 42c.

Shellac—It has been very difficult to keep the run of prices of this article, quoted in October, 24 to 40c.; (in December D. C. was quoted 52c.), in April, 25 to 40c.; in July 28 to 40c.; August, 25 to 39c.

LEAVES—Buchu—Short sold in October, 7 to 9c., and this price has declined, quoted in July at 6 to 9c. The long leaf has been steady at 18 to 22c.

Cocoa—The Huanuco was quoted in April at 40 to 45c.; in August, 35c.; Truxillo, in April, 22c.; in August, 18c.

Senna (Alexandria)—Garbled, 15 to 20c., has been the ruling price; sifting 5½ to 8c. as to quality.

Senna (Tinnevelly)—The low grades have been quoted as low as 4c.; the higher grade from 12 to 16c.

Digitalis—Has been very steady from 6½ to 10c., as to quality. Belladonna—Have declined from 12 to 9c.

Hyoscyamus—The price of this is in the range from 7 to 15c., as to quality.

MANNA—Small flakes sold in October at 27c.; January, 25c.; July, 23c. Large flakes, October, 70c.; July, 55c.

MENTHOL—This sold at \$4.35 in October, declining to \$4.25 in January, advancing to \$4.75 in April, and declining to \$4,50 in July, \$4.25 in August.

MORPHIA—The price of morphia has been rather fluctuating, selling in bulk, October, \$1.75; January, \$1.90; March, \$1.75; July, \$1.50; and August, \$1.40.

OIL—Aniseseed—This has fluctuated very much the past year; quoted in October, \$2.10; November, \$2.37; December, \$2.10; January, \$1.87; February, \$1.60; March, \$1.50; April, \$1.60; June, \$1.50; July, \$1.52½, and August, \$1.60.

Bergamot—This has been very steady during the past year, \$1.70 to \$2.15.

Cassia—Has fluctuated considerably; price in October, \$1.10; November, \$1.25; January, \$1.10; February, \$1.00; April, \$1.15; July, \$1.35; August, \$1.50.

Citronella—Has advanced very much; price October, 25c.; April, 23c.; May, 30c.; June, 32c.; July, 40c.; August, 36 to 40c.

Cloves—The price has been very steady all the year, 50 to 55c. Coriander—This has had a heavy decline; selling, October, \$15.00; quoted in July, \$10.00.

Croton-Has been 75c. all the year.

Cubebs—Declined very much; in October the price was \$1.35; February, \$1.00; May, \$1.10; August, \$1.10.

Lemon—Prices have probably never been so low as this year, good oil selling as low as 80c.; Sanderson, \$1.15; and some grades quoted at 60c. August Sanderson, \$1.30, and other brands 85c. to \$1.10.

Neroli—Petale, quoted in October, \$25.00 to \$28.00, and in August, \$39.00 to \$42.00.

Orange Sweet—Price in October, \$1.00 to \$1.15 and in July, \$1.15 to \$1.35.

Pennyroyal—Has not changed much during the year; quoted 90c. to \$1.10.

Peppermint—This oil has fluctuated, selling in October, H. G. H., \$2.20; Wayne Co., \$1.90; Western, \$1.75; January, Wayne Co., \$1.75; Western, \$1.60; April, Wayne Co., \$1.65; Western, \$1.50; August, Wayne Co., \$2.00; Western, \$1.75.

Sassafras Natural—Price is very low, 28 to 32c. being the quotation, and 21 to 23c. for the artificial.

Spearmint—Has been very steady all the year at \$1.50; advanced in July to \$2.00.

Wintergreen, Natural—Price dropped during the year to \$1.20. It is now held at \$1.30 and the artificial is quoted at 90 to 95c.

Wormseed Balto—Price has been steady all the year from \$1.10 to \$1.25. It is getting more difficult to get pure oil every year.

Castor—The price has remained the same all the year, 10c. in barrels, and 10½c. in cases, this being the 200-gallon price.

Cod Liver (Norwegian)—Here we have a very heavy advance. Prices remained steady until February, when reports of the poor catch caused a rapid advance. In April reports of second catch being good, we again had a decline. In the latter part of May, when it was reported that the yield of oil was very small, oil advanced, and is now nearly double the price it was in October, 1894. The ranges are as follows: October, \$27.00; November, \$30.00; February, \$35.00; March, \$40.00; April, \$30.00; May,

\$35.00; June, \$40.00; July, \$45.00 to \$50.00; August, new oil, \$50.00.

Cod Liver (Newfoundland)—Selling at 60c. gallon in October, and good oil being quoted 80 to 85c. a gallon in August.

Olive-Virgin-Price quoted \$1.35 to \$1.50 per gallon.

Olive-Malaga-Quoted 53 to 55c. gallon.

Cottonseed—White Winter has been steady from 34 to 38c. all the year.

Sperm Bleached Winter—No change since last October; 65 to 67c. a gallon.

OPIUM—The past year has seen many changes in the price of this drug. We give below the price for each month: Selling, October, \$2.10; November, \$2.35; December, \$2.40; January, \$2.25; February, \$2.10; March, \$2.20; April, \$1.85; May, \$1.65; June, \$1.70; July, \$1.60; August, \$1.62½ to \$1.65.

PARIS GREEN—The price was not fixed by the combine until May 7, and was advanced five cents per pound May 13. In July it was reduced to same price as May 13. Southern merchants complain very much at the late date at which the first price was announced. The opening prices were as follows: Arsenic, kegs, 20c.; 100-pound kegs, 20½c.; 14-pound cans, 22c. with the rebate of 3½c. per pound for ten ton lots and over.

POTASH—Bicarb—Has been very steady; 8½ to 9½c.

Bichrome—This has not changed in price—8¾ to 9c., as to quantity; August advanced to 10c.

Chlorate—English—Selling in October, 11½c.; in April, 9 to 9½c.; in July, 10c.

Bromide—Advanced two cents, in May, quoted 38 to 39c. as to quantity.

Iodide—Has been steady all year, \$2.75.

Prussiate—Yellow—Has declined during the year. American quoted last October at 24c. and in July 18½ to 19c.

Prussiate—Red—The price has been steady all the year; 40 to 43c.

QUICKSILVER—Has been irregular; in October, 50c.; March, 47c.; April, 53c.; May, 51 to 57c.; June, 55c.; July, 53½c.; August 52c.

QUININE—The agents' price for this has been 25c. all the year, and they now seem to have pretty good control of it. The quotations outside have been as follows: October, 24c.; December, 23c.; January 5 it was offered at 21½c.; latter part of January, 23c. and gradually advanced; quoted in July at 24½ to 25c.

ROOTS—Ginseng—Quoted in October at \$2.50 to \$3.50, and is now, in July, quoted at \$2.25 to \$3.25.

Goldenseal—Price has been low all during the year, now quoted $18\frac{1}{2}$ to 19c.

Jalap—Has declined, quoted in October, 23c., and declining in June to 18c. for very choice root.

Ipecac—This is advancing again. Offered in October at \$1.05, it has gradually gone up to \$1.25 in August.

Mayapple—Is very cheap; good fall, August quoted 3 to 3%c. Pink—Good root has not been very plentiful; the quotations are 19 to 28c., as to quality.

Rhubarb—Has ruled from 20 to 50c. per pound; demand not so heavy this year.

Senega (Minnesota)—Has gradually declined, quoted in October, 30c.; November, 28c.; February, 32c.; March, 28c.; June, 25c.; August, 24c.

Senega (Southern)—Has held very steady price, 40 to 45c.

Stillingia—Has declined from 4½c. in October to 3½c. in July. Serpentaria (Texas)—Quoted in October at 20c.; December, 25c.; January, 35c.; April, 28c.; July, 22c.; August, 21c.

Serpentaria (Virginia)—October, 24c.; and in December, 35c., at which it was quoted in July; August, 28c.

Lady Slipper—Quoted in October at 9c., and in July, 8½c.; August, 10½c.

Sarsaparilla (Mexico)—Was 6%c. in October and quoted at 5% to 6c. in August.

SAFFRON—(American)—Quoted in October at 45c.; November, 35c.; March, 40c.; April, 42c.; May, 40c.; July, 35c.; August, 32 to 35c.

Spanish, Valencia—Has advanced; quoted, October, \$5.00; January, \$6.50; August, \$6.25.

SALICINE—Has advanced during the year, selling in October at \$1.65, and advancing in February to \$2.00, at which price it is now quoted.

SALOL—Prices remained steady all the year; 25-lb. cans, \$3.05; 1-lb. bottles, \$3.25 per pound.

SANTONINE—Declining in September, 1894, ruled steady at \$2.50 during the year.

SEEDS—Canary—Ruled mregular in October. Smyrna, 3½c.; Sicily, 3½c.; January, Smyrna, 2½c.; Sicily 3c.; March, Smyrna, 2½c.; Sicily, 2½c.; Sicily, 6.; May, Smyrna, 2½c.; Sicily, 6.

23/4c.; June, Smyrna, 27/8c.; Sicily, 31/8c.; July, Smyrna, 25/8c.; Sicily, 3c.; August, Smyrna, 2%c.

Celery-The low price in October, 9½c., was reduced to 8¼c. in January, to 8c. in April; advancing to 9c. in May, to 10c. in July, to 9c. in August.

Coriander-Price was 9c. in October, 7½c. in January, 6¾c. in March, 6c. in April, 71/2c. in June, 71/4c. in July, 6c. in August, and 41/4c. for September delivery.

Hemp-Was very steady; 21/4 to 21/2c. until July, when price advanced to 3c.

Mustard, Yellow California-In October 31/2c. and in July dropped to 2\%c.

Mustard, Trieste—Remained steady all year; 3 to 31/2c.

Sunflower—There being good, large stocks prices have ruled from 3½ to 4½c. all year.

Watermelon—5 to 7c, as to quantity, has been the ruling price. SILVER, Nitrate-Selling in October, 431/2c.; January, 41c.; March, 43c.; April, 45c.; May, 44c., at which price it has remained.

SOAP, Castile, Conti, White-Ruled all the year 91/2 to 97/8c. Castile, Mottled, Pure-Declined 1c., selling in October 6c., now

Castile, Mottled, Ordinary-Selling in October, 41/2 to 41/4c.; in May, 3\%c., at which it remains.

SODA, Bicarb, English—Has ruled at low figures; in October, $2\frac{1}{4}c.$; sold in June $1\frac{7}{10}c.$ quantity lots.

Salicylic-Prices were reduced very much; in October, 95c.; February, 60c.; June, 55c.; August, 52c.

SUGAR MILK POWDER-In October, 10 to 11c.; December, 9 to 11c. March, 12 to 14c. July, 13 to 15c. August, 14 to 18c.

SULPHUR—Prices have been all the year 1%c. roll. 1½c. for flowers, less usual discount as to quantity.

WAX-Yellow-Has been high all the year; October, 29c.; November, 32c.; February, 30c.; April, 34c.; July, 31c.; August, 29c.

Brazil-This has fluctuated very much; October, 20c.; December, 30c.; January, 33 to 38c.; February, 30 to 32c.; March, 27 to 30c.; April, 25 to 28c.; May, 23 to 25c.; July, 21 to 24c.

GEORGE L. MUTH, Chairman.

THE PRESIDENT—Gentlemen, you have heard the report of the Committee on the Drug Market, embracing the fluctuations in the market during the past year. If there be no objection this will go to the Board of Control. There being none, it is so referred. The next regular business before the Association will be the presentation of the report of the Committee on Proprietary Goods which, in the absence of Mr. Kline, will be presented by Mr. George A. Kelly, acting chairman. Gentlemen, give your attention to Mr. Kelly.

Mr. George A. Kelly-Mr. President and members of the Association: In this report of the Committee on Proprietary Goods, I have the pleasure first to read the report which was sent by the chairman of the committee from Europe, and just arrived in time to be presented. At the meeting in Chicago Mr. Kline stated that he would make an effort, and thought that he could give us a promise, to send the report from Europe. There were a few that thought he would be so taken up with the novelty of the scenery and his general surroundings that it would be impossible for him to give any attention to a matter of this kind. But, true to his promise, he sent it, and sent it in time. As has been stated to you, I reluctantly consented to accept the position of acting chairman during his absence. Feeling my inadequacy from having been so long out of this position, but being pressed by a number of the members of the Association and of the committee, I finally consented. I beg to assure you, Mr. President and gentlemen, that I will be more careful in the future. I do not expect to accept a position of this kind again, for I have been made to realize more than ever the amount of anxiety and worry and annoyance that falls to the chairman of this committee from the various sections of this country, owing to

the want of fidelity to a plan which is for the good of the Association, and of the wholesale drug trade of the United States.

REPORT OF COMMITTEE ON PROPRIETARY ARTICLES.

It is unnecessary in this, the eighth annual report by the present chairman, to refer in detail to the work of the committee during the time it was under my charge, as the various circulars, issued from time to time, brought that fully to the attention of the members of this organization. I will, therefore, only venture the statement that the work was kept up as aggressively and actively as during any previous year, and no stone was left unturned to insure, as far as this committee could control it, the upholding of the rebate system. Notwithstanding this, I am bound to say that the conviction that we are losing ground has grown upon me during the year. The weakness of some links in the chain holding rebate protection is becoming more and more apparent, and I am fully convinced that the views in the circular issued in May last correctly expressed the status of the contract system without any exaggeration; nor is the present condition a matter of surprise to those who have watched the operations and tenden cies during latter years. No similar scheme tried by other associations or individual merchants in other lines of trade has stood the fiery ordeal of competition half as long as this without largely failing of its purpose or being utterly destroyed.

The unintermittent activity and vigilance of this committee, ably supported by the integrity and loyalty of the great majority of wholesale dealers in proprietary articles, alone made it possible to maintain it successfully thus far. But the actions of the weak and wavering, added to the disloyalty of a few, has, in my opinion, emphasized the imperative necessity for amending the plan. When trade conditions change as rapidly and radically as they have in this country, no system, however well planned fifteen years ago, can be expected to continue to perform its functions without amendments meeting these changed conditions. Realizing the importance of this, after consultation with the President, I called an

informal meeting of some of the members of this committee and a few prominent representative proprietors at the Fifth Avenue Hotel, in New York City, on May 2 last to hear Mr. Flanders, the President of the New England Grocers' Association, explain a plan in successful operation by that association regulating the selling prices of a number of specialties in their line. And, by the way, it might be well to add that as results of their first year's operations, prices have been fully maintained on their specialties, there have been no complaints, and after paying out some \$10,000 expenses, they have a fund on hand of over \$20,000 for distribution. Some features of their plan presented at this meeting by Mr. Flanders commended themselves so strongly to those present that the following resolution was unanimously adopted near the close of the meeting:

Resolved, That the chairman of this meeting (Mr. M. N. Kline) appoint a committee of not less than nine, of which he shall be chairman, for the purpose of recommending to the jobbing drug trade of the United States the careful consideration of the plan known as the New England Wholesale Grocers' Plan, and to obtain, as far as possible, an indorsement thereof, and a request for the adoption of a similar plan, which they are authorized, in the event of obtaining sufficient signatures in its favor, to formulate

and submit to proprietors for their adoption.

In order to facilitate the work, I at once appointed the following committee: George A. Kelly, F. L. Carter, Theodore F. Meyer, D. D. Philips, H. Michaels, W. J. Walding, Frank A. Faxon, E. G. Wells, J. C. Eliel, Thomas Lord, C. F. Weller, Daniel Myers, M. N. Kline, chairman.

An outline of a plan, embodying the main features of that used by the New England Grocers, was drawn up and submitted to Mr. J. G. Johnson, the attorney, and after careful consideration by him was agreed upon and submitted to a meeting of wholesale druggists held in the city of Chicago June 5, and by that meeting indorsed by the following resolution, adopted by a vote nearly unanimous (two only being in the negative):

Resolved, That the Western Association of Wholesale Druggists cordially approve the plan proposed by the committee of nine, of which Mr. M. N. Kline is chairman.

The legality of this proposition is vouched for by Mr. Johnson, the most eminent legal authority this committee could find, in the following letter:

PHILADELPHIA, PA., June 1, 1895.

M. N. Kline, Esq.

My Dear Sir:—I have modified your proposed plan and now send the modification to you as above. I see no reason why, after carefully weighing all the considerations pro and con, the proprietor, who desires to protect his prices, shall not enterinto an agreement for the appointment of a general sales agent, and to do generally what is proposed. Very truly yours,

John G. Johnson.

The plan, with a circular letter of acceptance to its conditions, was sent to all the jobbing drug members of the National Wholesale Druggists Association, and but seven replied in the negative. Out of 51 jobbing druggists not members of the National Wholesale Druggists Association, 47 signed the acceptance, and 4 replied in the negative.

No reply was received from 18 of the members of the National Wholesale Druggists Association. Acceptances in writing are on file from all but these 18, and the 7 in the negative.

All the details of the machinery necessary to carry this into operation were carefully considered and largely agreed upon prior to my departure in June. It remains for the Association to indorse the step by the committee to take the action called for respecting the selecting of the members of the Arbitration Committee, and if this is done, then, of course, finally the adopting it by a sufficient number of manufacturers. The latter, I take it, will not be difficult if the wholesale druggists are sufficiently unanimous and emphatic in their demand for its adoption.

The chief difficulties encountered by this committee in maintaining the protective features of the contract plan have been chargeable to the sale of manufacturers' quantities at full rebate discounts to those not entitled thereto as jobbers. This has gradually diverted the trade for rapidly selling articles out of the regular jobbing channels, and, while it has resulted in serious loss to the wholesalers, it has, upon the whole, been equally unsatisfactory to the vast majority of retailers. Of the latter, a comparatively small fraction have gained an advantage over their fellows in the way of discount, but this, instead of permanently benefiting any, has simply aggravated the cutting evil. It has been the conviction of all who have studied the question carefully and honestly that uniformity of cost is the only protection it is practical for manufacturers to grant retailers under present conditions.

This view has been taken by the retailers themselves, as shown by the action of New England retailers, and a practical trial of this plan above outlined and now submitted for your action will certainly convince those few who are still skeptical upon this point. As is well known, under the present loose system, cutters at retail in many cases obtain their supplies direct from manufacturers, with all the discounts, and this enables them to sell a single package at about the same figure the average druggist pays for his supplies. This has caused a scrambling by other retailers for similar terms, which in many cases are secured through division of quantities, and thus all semblance of uniformity of cost to retailers and protection in their legitimate profit to wholesalers is rapidly vanishing and general demoralization has begun. If this is to be checked the lines will have to be more sharply drawn, and it is believed the plan now proposed will accomplish this. Wholesalers will have to choose whether they are content to go on as now, or whether they can agree unitedly to insist upon a change, which while working no injury to their friends, the retailers, will leave the distribution in the channel in which by general admission all around it properly belongs, and manufacturers will sooner or later have to decide whether they can afford to ignore the jobbers and market their products direct. Your action upon this plan submitted should be to courteously but firmly insist upon a decision upon this question now. And, let me add, do not make the mistake of asking this without at the same time promptly and cheerfully conceding the point of willingness to defer payments of rebates as provided, pledging your support to those proprietors who will adopt this plan.

The expenses of this committee during the year just passed have been necessarily large. The money has been judiciously expended, and never without consultation with our late lamented Treasurer; I cannot promise any decrease in the expenses in the future under the present system. And if the results attained were always satisfactory, this would not demand serious consideration. But, as already intimated, as fast as one leak or set of leaks is closed up, others are opened, and so long as the present methods continue we will not make substantial progress. The following is one case out of hundreds on file: Last month a shipment of several gross of a proprietary article to the Cincinnati cutter was traced to Elgin, Ill. The proprietor, upon inquiry, reported making shipments to the Elgin retail druggist in question,

stating, "The above bills were both paid for in advance, and we learned nothing which would interfere with our filling his orders." At this same time several other proprietors had written the committee, desiring information about this Elgin party, and the information obtained was: "The party in question has sold out, and, we understand, purchased very largely certain kinds of medicines direct from the manufacturers prior to selling out." If the proprietor who made the shipment had written to the committee for information the order would not have been filled.

There have been fewer cases where the committee have found wholesale merchants violating terms, but here is a sample one:

A proprietor wrote the committee as follows: "We desire to know whether you are acquainted with John Doe Company, Wheeling, W. Va. They are desirous of jobbing our goods, and are quoted as a very responsible grocery house. We suppose that were they to sign rebate contract they would live up to the same; and if your reply is favorable to them, we would consider the question of placing them among our jobbing agents. In West Virginia and many of the Southern States the wholesale grocers handle a large line of patent medicines, and John Doe Company say they handle a general line of patent medicines. The country stores of West Virginia handle most everything, from a needle to a plow, or from dry goods to patent medicines, consequently there is undoubtedly a legitimate demand which John Doe Company could supply."

The committee replied that, as they claimed to "carry a general line of patent medicines," it was strange the firm was totally unknown to them, considering the fact that on the lists of over 100 proprietors in the committee's hands, the name did not appear. The goods, however, were shipped, as the committee had no information to warrant the statement that the terms of sale would not be lived up to. Within a week four other proprietors inquired about the same firm. Before two weeks had elapsed several shipments arrived at Cincinnati for the Cincinnati concern from Wheeling containing the articles of these different manufacturers.

To illustrate the fact that there must be vigilance on the part of the manufacturers as well as on the part of the committee, I will state that a jobbing drug house in Texas ordered from several proprietors located in New York City directing that the goods be sent to a New York broker. Within a day or two after shipments arrived at Cincinnati from New York, consisting of these

goods, inquiries were made of the proprietors interested, and the above facts brought to light. Had the proprietors notified this committee of these orders, and were it known to the trade that the committee would be kept fully informed of such matters, very few would venture these methods. Here were goods ordered from Texas, the freight deducted from the amount of the bill, and the goods then sent to Cincinnati by the broker; a barefaced fraud on the proprietor in more ways than one. Under the present system, detection amounts to nothing; the firm merely signs a castiron agreement, requesting it sent to the proprietors individually, and shipments are again made, and the practice goes merrily on as before.

This committee issued thirteen lists of supply agents during 1894, and this year have issued forty, showing how rapidly direct sales to retailers have increased, the bulk of the purchases going to Cincinnati.

It has been pointed out in previous reports, and it is self-evident to all, that, while the operations of the legitimate wholesale druggists could be fairly well controlled, when transactions are extended at wholesale discount to any one presenting a check for the amount control is at an end. This latter must stop, or I cannot advise the further voting of money for work which, however well intended, must be fruitless of results. I cannot again too strongly emphasize, therefore, the necessity and importance of unanimous action on this matter.

Although these transactions have made it much more difficult to prevent supplies reaching the Cincinnati firm, the committee are able to report that this concern has been very seriously hampered in its efforts to secure supplies, and the result of its year's business must surely be anything but satisfactory.

The correspondence during the year has again been very heavy; over 3,000 original letters and 47 sets of circulars, nearly 16,000 copies have been mailed.

There are many other matters which might be referred to in this report, but as I do not have the data before me, and the Secretary will be able to supply any information desired by members, I believe it to be better to not lengthen my part of the report, but to leave it almost entirely devoted to the matter of chiefest importance and interest at this time.

I am glad to feel that the work of this committee was left in the very best hands during my absence, and the acting chairman will, I know, supplement this report with matter bringing the work up to date. I take this opportunity of expressing my deep regret at my inability to meet the members of our beloved organization this year; nothing would give me greater pleasure than to be at the Denver meeting. This being impossible, I desire to thank those who have so loyally seconded the efforts of this committee and have thus rendered possible that measure of success in our work that we have been able to maintain, and I desire also to convey an expression of my warmest appreciation of the many kind messages of good will which were tendered from so many prior to my departure for this outing, which by the time this is submitted will be nearly at an end. May the meeting be harmonious, earnest and fruitful of renewed evidences of unity and strength of our Association, is the wish of

M. N. KLINE.

MR. Kelly—Mr. President, I consider this a remarkable production. Though surrounded, as I said, by all the novelties of European scenery and new matters and interests to attract his attention, for Mr. Kline to sit down and prepare this report without a document at hand, shows how much in earnest the chairman of this committee is in reference to the matter in hand. The supplemental report by the acting chairman, I am glad to say, Mr. President, is very short, as the report of the chairman, Mr. Kline, covered almost every point.

SUPPLEMENTARY REPORT ON PROPRIETARY GOODS.

The responsibility and gravity attendant upon the present condition of the "Rebate Plan" rendered my acceptance of the temporary chairmanship of the Proprietary Goods Committee during Mr. Kline's absence rather more serious in its import than is usual.

While the satisfaction of being of service to the Association and my friend, Mr. Kline, is great, I have also a keen realization of the weighty importance of the measures under consideration by

the committee. But feeling assured of the sympathy and co-operation of all the committee, as well as the helpful and cordial interest of the "Committee of Nine," called by the chairman after consultation with the President of the Association, I have not hesitated in giving my services and attention to the matters in hand since they were relinquished by Mr. Kline. As acting chairman since June 19, I can heartily indorse the statements given in the chairman's report in reference to the difficulties encountered under the present system. The work has been carried on upon the same lines, showing the great necessity for a radical change.

At as early a date as possible, a visit was made to many of the leading proprietors by a committee consisting of Mr. Daniel Myers, Mr. F. L. Carter, Mr. Bower (the Secretary) and myself, to secure, if possible, their adoption of the "Amended" plan in the sale of their goods.

The following proprietors were seen: Dr. R.V. Pierce (World's Medical Association), H. H. Warner & Co., Mr. Bowne (of Scott & Bowne), Mr. Stratton (of Fellows' Medicine Mfg. Co.), Dr. Greene (of Drs. F. E. & J. A. Greene, Boston), J. C. Ayer Co., Mr. Pinkham, Jayne & Son and C. I. Hood & Co. With Mr. E. T. Hazeltine we have had very satisfactory correspondence.

The committee was given a cordial reception by all these gentlemen, who expressed their earnest desire to aid the Association in the adoption of more stringent regulations for the protection of their interests and the contract system. Some proprietors signified their willingness to adopt the plan; others wished a little time for consideration. As the Annual Convention was near at hand, it was thought desirable to hear the views of the trade as there expressed. All of them recognized the necessity for such amendments to the original plan as would prevent its varied and frequent violations, and we believe that if the Association will give its hearty indorsement to the plan, as amended, the proprietors will adopt it.

The committee, upon consultation with the President, and at the suggestion of proprietors, thought best to rearrange the synopsis of the plan as first set out, and to make some slight changes in it, tending to give it additional simplicity and strength. The revised statement of the plan, with suggested forms of contracts between the proprietor and the general agent, the general agent and the sub-agent, is hereby attached as a part of our report.

The changes that have been made in the "plan" do not, in our

opinion, affect its legal standing—in the main, the plan is identical with the first one adopted, differing only in its arrangement. The committee desire to emphasize and reiterate the earnest appeal of the chairman in his report.

GEORGE A. KELLY, Acting Chairman.

MR. Kelly—I have now, Mr. President, the pleasure of presenting the statement of the report as amended.

THE PRESIDENT—This, Mr. Kelly, is a statement of the amended plan?

MR. Kelly—The statement of the amended plan, as recommended by the Proprietary Committee, who have had it under consideration for the last two days. I might say, further, Mr. President, that in order to facilitate discussion on this subject when the matter is reported on, we are expecting to have printed copies of this paper to place in the hands of each member.

The following is the plan above referred to:

Synopsis of Proposed Plan for the Handling and Sale of Proprietary Articles by the National Wholesale Druggists Association:

Recognizing the fact that cutting of rebate prices and division of rebate quantities and other violations of contracts injurious to the interests of the manufacturer and jobber, are becoming more frequent under the present plan, and believing that the plan here suggested will, if adopted, successfully meet such emergencies, we submit the following brief synopsis and respectfully desire your careful consideration of all its details.

This plan was submitted by Mr. M. N. Kline, chairman of the Committee on Proprietary Goods, to the Western Association of Wholesale Druggists, at a meeting held in Chicago, June 5, 1895, and after a thorough discussion the following resolution was offered and carried, there being but two negative votes cast:

Resolved, That the Western Association of Wholesale Druggists cordially approve the plan proposed by the committee of nine, of which Mr. M. N. Kline is chairman.

A committee of fifteen, to be known as the Proprietary Goods Committee, consisting of one representative of the jobbing drug trade from each of the thirteen "sections" of the United States to be appointed annually; each "section" naming its own representative annually not later than thirty days after the adjournment of the regular annual convention of the National Wholesale Druggists Association; failing to make this appointment within this time, the chairman of the committee shall make the appointment, from among the wholesale druggists of that section; the committee to include further, a representative selected annually by the proprietors adopting this plan, if they so elect.

The chairman of this committee to be elected at large by the members of the National Wholesale Druggists Association at each annual convention.

DUTIES OF THE PROPRIETARY GOODS COMMITTEE.

- 1. The committee shall issue a list of all parties who are and shall hereafter be classed as wholesale distributers of proprietary medicines. This list shall be submitted to each proprietor desirous of working under this plan, who shall then suggest to the committee for their decision the names of any others he may desire to add to the list, stating his reasons with the name proposed. All those included in this completed list to be eligible as sub-agents in the manner hereinafter prescribed, it being the intention to provide a sufficient number of sub-agents to insure, by reason of the commission paid to them, a thorough distribution of the proprietor's products in all sections of the United States, and the maintenance of his terms and prices.
- 2. They shall select a capable man, whose name shall be presented to the several proprietors adopting this plan, with the request that they each appoint him as his general sales agent, and the said agent shall give bond, to be approved by the committee, for the faithful discharge of his duties
- 3. They shall serve as an arbitration committee on all questions arising between the proprietors, the general agent and the sub-agents, a majority decision to be final, on the rights of all aforesaid concerned.
- 4. They shall select a reliable banking institution as the depository of all commissions to be paid to the general sales agent by the proprietors adopting this plan,

Each proprietor who adopts this plan shall announce that his prices hereafter to all dealers will be his long prices only, freight upon quantity orders from the parties who shall be designated by the general agent as his sub-agents to be prepaid or deducted from the bill. He shall further agree, on receipt of remittances from authorized sub-agents, during the continuance of the sub-agency, and no longer, to pay to the general sales agent per cent. commission, in consideration of said agent furthering the sale at wholesale of his preparations at the prices designated by him.

DUTIES OF THE GENERAL SALES AGENT.

1. He shall offer to each of the parties designated by the committee as wholesale distributers, a sub-agency for the distribution of the various proprietary articles represented by him. The conditions of this sub-agency shall be a strict compliance with the terms of sale as prescribed by each proprietor for his own products.

2. He shall pay quarterly to each sub-agent, during his continuance as such, a commission on all goods represented by the general sales agent and purchased by the sub-agent during the quarter, the commission to be the same as that allowed by the proprietor to the general agent upon these purchases.

MANNER OF PAYING SUB-AGENT.

At the expiration of every three months the general sales agent shall fill out an order upon the banking institution selected by the committee as above provided, in favor of each sub-agent for the amount of commission allowed him for sales under the plan to date, mailing same at once to the respective sub-agents.

The sub-agents shall sign a contract with the general sales agent, setting forth the conditions under which each proprietor acting under this plan desires his preparations to be sold. The form and specifications of these several contracts to be decided by agreement between the proprietor and the Proprietary Goods Committee. If the proprietor, or the general sales agent, shall be of the opinion that any sub-agent has violated the terms of any of these contracts, the general agent shall revoke said sub-agency, and the appointment of said sub-agent shall thereupon cease and determine. Upon an appeal by the sub-agent to the Proprietary Goods Committee, from the decision of the general agent, it shall be the duty of the committee to pass immediately upon the mat-

ter, and if the committee reverse the action of the general agent, the sub-agent shall proceed as though his sub-agency had not been revoked, and all commissions shall be paid him as provided, until some new reason shall occur.

Upon a majority of the wholesale dealers in good standing in the section in which any discharged agent is located, in favor of said dealer's restoration to a sub-agency, and upon the presentation of his name for re-instatement to the Proprietary Goods Committee by the representative on that committee from that section, and if approved by a majority vote of the said committee the general sales agent shall agree to again allow a commission for service rendered by him as distributer of......products, upon receipt of another sub-agency contract, properly signed, rebates to begin from the date of said new contract.

Each sub-agent shall agree to pay an assessment to cover the expenses of this agency, which is to be fixed by and under the control of the Proprietary Goods Committee for the United States.

INTERMEDIATE QUANTITIES.

Intermediate quantities are considered desirable if sold by proprietors to sub-agents only; rebates to be paid by the general sales agent. Quantities and terms to be agreed upon between proprietors and the committee, and to be included in agreement between the general sales agent and the sub-agent.

CONTRACT BETWEEN THE PROPRIETOR AND THE GENERAL AGENT.

Office of General Agency of......Preparations.

TERMS OF SALE (OR CONTRACT).

As you are considered a distributor at wholesale of the preparations represented by this agency, you are respectfully solicited to accept a sub-agency upon the following conditions:

Upon purchases at one time and for one delivery in quantities of not less than....gross, and upon agreement not to quote or sell the preparations of.....either directly or indirectly, or permit them to be disposed of in any way by your salesmen or others, at less than the prices stated on the inclosed price list, dateupon receipt of remittances in full, a commission of.......per cent. on the net amount will be allowed, payable quarterly each year, provided that you have strictly complied with these terms above set forth.

Should this agency have reason to believe that you have violated these terms of sale, the sub-agency will at once be cancelled and there shall be no allowance upon any sales thereafter made. If you shall have received notice from this agency that your sub-agency has been revoked, owing to reported violation of terms of sale, this agency will allow you an appeal to the committee known as the Proprietary Goods Committee, and if the committee decide that the complaint is not well founded, you shall be entitled to continue to act as sub-agent.

As it is a well-known fact that to thoroughly maintain the prices of......preparations is of great benefit to your individual business and to the trade, the wholesale house whose signature is attached hereto, and who purchase through this agency any of these preparations, hereby agrees, in order to cover the expenses incurred, to pay an assessment, to be fixed by and be under the control of the Proprietary Goods Committee.

The above conditions are thoroughly understood, and we hereby agree and consent to be bound by the same.

THE PRESIDENT—Gentlemen, you have heard the report of the chairman of the Proprietary Committee, and also the supplemental report of the acting chairman, the synopsis of the proposed new plan and forms of contract. Thereport goes to the Board of Control which will report back to the Association

with its recommendations. As this is a very important matter, I would ask Mr. Kelly if it would not be better to set some time for the discussion of the report, and have it made a special order at that time?

Mr. Kelly—It was my intention to ask that this report be made a special order for to-morrow afternoon, for discussion and action.

THE PRESIDENT—There is one matter that is to come up to-morrow afternoon, viz: the election of officers. After that, this could be made a special order.

Mr. Kelly—I have no other object in requesting that this be made a special order than to give the members an opportunity to discuss the matter.

MR. Noves—I would like to ask the chairman if the copies of this plan, which he states are to be printed, will be in our hands at that time?

Mr. Kelly—We hope to have them in our hands at that time. I might state that I had sufficient copies printed for all the members, but in placing it before the Proprietary Goods Committee we have given the matter most careful consideration from every point, and have made so many amendments that it would be somewhat difficult for the members to trace them. Therefore, we thought best to have them printed. It will be put in type this afternoon, and we hope to have it ready for the members tomorrow afternoon, if the motion is carried. If it is desired that the discussion of this matter be longer deferred, I will submit to the pleasure of the members.

MR. Weller—The work of this committee is certainly the most important we have before this convention, and if the matter is to be referred to the

Board of Control, I hardly see how we can report again to-morrow afternoon. To-morrow morning we are to have an excursion through the city, and it seems to me you are cutting the time of the Board of Control very short. Would it not be better to have the reports from the other committees to-morrow afternoon, and make this report a special order of business for Thursday morning?

THE PRESIDENT—If that would be acceptable to the chairman.

MR. Kelly—Anything will be acceptable to me, and particularly a suggestion coming from the chairman of the Board of Control. All I want is to have the members given plenty of time for investigation.

THE PRESIDENT—Under the rule, this report will be handed to the Board of Control at this time, and Mr. Kelly accepts the suggestion of the chairman of the Board of Control that the discussion of this report be made a special order of business at the morning session on Thursday. Is that motion seconded?

The motion was seconded, and prevailed

THE PRESIDENT—The next regular order of business will be the submission of the report of the Committee on Local Associations. I believe that that report has been prepared by Mr. Albert C. Smith, of Boston, and is in the hands of Mr. Carter at this time.

Mr. Carter here read the report:

REPORT OF COMMITTEE ON LOCAL ASSOCIATIONS.

Mr. President, and Members of the National Wholesale Druggists Association:—There is no need of going into any extended remarks to show the value of association work in general. The history of

our beloved National Wholesale Druggists Association is an answer to those early cavilers who predicted that jealousy and rivalry would be too strong for any rules, and that the too eager desire to clutch the present dollar would master the idea that association work would pay better in the end.

The fifteen years of success of our Association has fully shown that in these days of business strife action based on mutual interests wherever possible is better than ruinous, senseless competition. But as years go by the methods of business tend to change, and when, as in the last three years, we pass through a great trade depression, the desire to sell goods, to keep up the previous sales, which have fallen off, leads many to think more of that present dollar and puts a great strain on any system.

This we have fully realized in our own business, and we find that the system which has worked for fifteen years nationally now needs strengthening and additional precautions taken to hold the weak or dishonest member in line.

This desire to clutch the present dollar and not to look ahead is not confined to the jobbing branch of our business. The manufacturer is inclined to believe that if he can sell the jobber \$1 worth and then sell the jobber's customer \$1 worth he is selling \$2 where he only sold \$1 worth before. This idea is comparatively new. Ten years ago how many cases were there of the manufacturer selling the retailer his quantity lot? This method was never contemplated by the founders of the rebate system, nor by the manufacturers at that time.

One manufacturer of an active selling specialty made the astonishing remark in a conversation re-

cently that if he did not secure several orders each month from new customers he would feel that his business was falling off. It seems to your committee that this is not the way to gauge the business. If the goods are in the hands of distributers in all parts of the country, the question is, are these distributers selling more or less than formerly. If less, that particular section falling off shows the need of active work for that locality to create additional demand—not additional distributers or purchasers direct from the manufacturer.

The tendency on the part of manufacturers in all lines of trade is to obliterate the distinction between the jobber and the large retailer. The only result is to deprive the manufacturer's best customer (the jobber) of his legitimate trade as a distributer.

The smaller retailer sees that he must be on a par with the larger one, and what the larger one does by himself, he, the smaller one, seeks to do with others, buying the lot and dividing, and thus the spectacle is presented of a jobber paying as much for his goods as the retailer pays for one-quarter to one-eighth the quantity.

This, jobbers in all business see, is detrimental to them, and if allowed to continue, would soon sound the death knell of the jobbing trade.

What course is open to the jobber if this method of business is persisted in? Nothing but association work, and that of the strongest kind, can be effectual in securing for the different branches of business that adjustment that will make its conduct satisfactory to those engaged in any department of it.

Is a national organization the strongest kind for this line of business? The United States covers a large territory. There are many jobbing druggists. The interests of the different sections are not always identical. There are many weak brothers. Our chairman of the Proprietary Committee finds more than he wants to attend to from Maine to California.

The grocers of New England have recognized this fact and are firmly of the opinion that in the local organization is the great strength of association work. I take the liberty of quoting from President Flanders of the Association of Wholesale Grocers of New England:

"In my judgment the true way for organization, as far as the wholesale grocery trade is concerned, is to organize local associations wherever there are a sufficient number of firms engaged in the business that would make it advisable. At the head of this association I would place an executive officer that would have charge of all arrangements pertaining to the interests of the association work, making arrangements with the manufacturers and represent the interests of that association, as he receives it from the delegates making up the association of which he is head. I would then have these different heads of departments organize into a National Committee that would confer with each other in reference to any questions that might require the attention and co-operation of that body, and agree to such arrangements as might possibly be carried out in prescribed sections, and have these officers who considered it for the interests of their association to participate in any arrangement so made to carry out through their own local association.

"This is practically the basis on which we have been carrying on association work in New England during the past year, and I am sure that I can say that the results obtained have been the most satisfactory that have ever been received from association work. And when the territory adjoining New England will adopt the methods as outlined above, and so on by States throughout the country, we shall then have a national organization made up from representatives of State organizations that represent local organizations that can always represent fairly the interests that

it is so desirable to have in making any arrangements, that can prove satisfactory and that must be satisfactory to be beneficial.

"There is also a question, and to my mind one of the most important ones involved in this discussion, of drawing the line between the wholesale and retail merchant on a basis that could possibly be made satisfactory to different sections represented and at the same time satisfy the average manufacturer that justice has been done to all. On this question, as on many others, I think there is a wide difference of opinion, and can only be settled by each local association electing to its membership such merchants in its sections as are in their judgment entitled to participate in any benefits that might be derived from buying their goods from the manufacturer. In this section, as well as in some others, there are firms that are doing a very large business, and can be counted among the largest distributers of manufacturers' products, that are conducting under their immediate supervision a retail business as well as a wholesale. These very large distributers of goods in this way are most important factors to the manufacturers in the distribution of their product, and there is no prescribed rule that can be laid down nationally that in my judgment could harmonize the different interests on this most initiative question.

"Firms that are conducting a very large wholesale as well as a retail business, from my observation, are not the firms usually, if ever, to antagonize the interests of the strictly retail dealer. Their connection with wholesale associations in most cases makes it mandatory on them to maintain certain rules in the distribution of their goods that allows their competitors to receive a fair compensation on the output of products rather than discriminate against the interests of competing retailers."

To our trade we have many local associations, a few of them of great strength, as the O. K. I., the Lake Erie, the Pacific Coast and the New England Drug Exchange. The work done by these associations is a living example of the greater length that local association work can be carried than the national.

The local association is more cognizant of the evils particulary affecting its own territory. These

evils in trade may be entirely different in different sections and should be adjusted locally. The local organization can meet oftener. The officers can see the members personally if required, and we all know that a ten minutes' face-to-face talk is often worth more than ten weeks of correspondence.

When our National Rebate Committee here and there unearths the doings of some dishonest jobber and reports on same, these reports in the aggregate tend to create the impression in the minds of all that the rogues are so numerous that all successful combination work is hopeless. If these matters were only heard of locally and there adjusted, if possible, the weakening of our faith in one another would be less. In some sections there would possibly be no complaints during the year.

These more frequent meetings bring the members to know each other better, to understand their peculiarities better, and this all tends to more confidence in each other, and in this confidence lies the source of the strength of all association work.

The work already done by local organizations bears witness of the truth of all this. If there is a weak-kneed member in the O. K. I. he is interviewed, and under the influence of a smile from Brother Walding, or a story from Brother Carey, he soon sees the error of his ways and all is peace and harmony.

If there is trouble in the New England Exchange, a meeting can be called, if necessary, in twenty-four hours and all misunderstandings harmonized or mistakes corrected.

No one not a member of these organizations can appreciate the amount of benefit these local associa-

tions have been to their members in preventing the cutting of prices outside of rebated articles, and which no national association would think of touching.

We notice that the new plan for the distribution of proprietary medicines recognizes the principle of local associations by having an Arbitration Committee, one member of which to be chosen from each section. Thus the local section is recognized, but how much better it would be if this representative, instead of simply coming from a section, would come from a local association, made up of every jobber in the section, and prepared to work together in every way for the good of all.

The grocers of New England carry this united action much further than do any of the drug associations. They say to a manufacturer: "What is the united action of all the jobbers of New England in pushing your goods worth to you? Pay us what it is worth, or a fraction of it, and you shall have that united action." They do not say that they will not sell any other make of the article, but they will all push that article. They thus concentrate their fire and make themselves much more valuable to the manufacturer.

The New England Association of Grocers is the best example of the local idea.

To carry this same idea to our own trade what is necessary? Simply that the whole country be divided up into local associations, and the head of each association form a National Committee. Each association is judge of its own members. Any trouble in the ranks is settled in its own association. These local associations are all in touch with each other

through the National Committee, and any concerted action can be taken in a comparatively few hours.

The local association meets regularly. The National Committee could meet either regularly or whenever called together.

It is evident to all that such a system of local associations, with its representative National Committee, can be all-powerful when it has right on its side and does not array itself against the public good. We hope that within thirty days there will be a local association in every section of the United States, and every legitimate wholesale druggist will be a member of a local association.

It is recommended by your committee that the Committee on Local Associations for the ensuing year be appointed early as possible, with particular reference to their aiding in the formation of local organizations where they do not now exist.

Respectfully submitted,

ALBERT C. SMITH.

The President—You have heard the very interesting report of your Committee on Local Associations, with the recommendation it presents. We will pursue the usual course, and the report will be referred to the Board of Control to be reported upon in the regular way. I think it due here to Mr. Chapman, the chairman of this committee, to say that shortly after his appointment he met with a painful accident which incapacitated him to a certain extent for work during the year, and hence this report had to come from the second gentleman named on the committee, Mr. Smith, of Boston.

Mr. Charles W. Snow thereupon read the report of the Committee on Fire Insurance.

REPORT OF COMMITTEE ON FIRE INSURANCE.

Mr. President and Members of the National Wholesale Druggists Association. The subject of fire insurance has always been one of deep interest to the members of the Association, and the question uppermost is, why does fire insurance, as applied to drug risks, cost so much? It is conceded by every one that the business methods of the fire insurance companies as they are now conducted, are attended with too much expense. One of the principal causes of the excessive cost of conducting the business is because it is conducted entirely by insurance agents and brokers, who are not as a rule stockholders, and are not interested in the profits of the companies they represent, or in the reduction of rates to the insured. They are paid by commissions rather than salaries, and the higher the rate the larger the commission, the character of the risk oftentimes being a secondary consideration.

The annual report of some of the largest companies show them to have paid as high as 47 per cent. of the amount paid for fire losses to their officers, agents, brokers and employes, while the expenses of some of smaller companies have exceeded their entire fire losses. The question for us as wholesale druggists and manufacturers to consider is, how to escape the enormous tax levied by the stock companies, the result of the costly methods of business now in vogue with them, and how and where shall satisfactory indemnity at fair rates be found? In the first place, we must not expect to obtain much reduction in rates, unless there is a corresponding reduction of hazard, which can be done by adopting all the best known safeguards against loss by fire. Buildings should be fireproof or of slow-burning construction (the cost of the latter being but little more than of ordinary construction). Care should be taken to reduce the hazard of exposure from adjoining buildings to the minimum. Stairways should be closed, elevator shafts be made fireproof with automatic doors, fireproof shutters where needed, and fireproof vaults for inflammable goods and explosives. Every part of the building should be equipped with the most approved system of automatic sprinklers, having at least two independent sources of water supply. The wet system should be used wherever possible. Pails of water and of sand should be placed on every floor, and always kept filled. A liberal distribution of filled water pails is of more value for extinguishing an incipient fire than any other appliance. The statistics of New York City show that over 60 per cent. of all fires occuring have been extinguished with pails of water. All manufacturing and laboratory work should be done in a separate building. Ether, petroleum products, oils, turpentine, varnishes, alcohol and similar articles should be kept in a fireproof vault. The floors should be swept and all rubbish should be removed before closing at night.

The above recommendations have been suggested in reports of previous committees, and have been adopted by many of the members of the Association. The question of the value of these safeguards against losses by fire and their influence on rates was so ably treated by Mr. P. P. Van Vleet, a member of this committee, in a paper read by him before a meeting of the Southern Association of Wholesale Druggists, at Atlanta, Ga., Feb. 12, 1895. that the committee have thought it best to embody a portion of the same in this report. He says: "I found that in August, 1894, not a single jobbing drug house in the South proper was equipped with automatic sprinklers, although two houses were preparing to put them in. I find the average rate paid on equipped risks to be 1.0889, and the average rate on risks in the South not equipped, 2.24-more than double. My house (the Van Vleet-Mansfield Drug Company, in Memphis) is about to equip their building, 38 feet front, 148 feet deep, five stories high, with basement.

"The cost of automatic sprinklers and steel compression tanks, best and latest patents, \$2,250. We have stand pipe, parapet, walls in good order, elevator, stairways and all openings closed, electric watchman's time detector, house kept in good order, and explosives stored under sidewalks, but our rate is (board rate) \$2.75 on, for example, say, a stock of \$125,000, or \$3,450 per year. When we equip we can get, I consider, unquestionable indemnity at \$1.15, a saving of \$1.60, which on \$125,000 is a saving of about \$2,000 in twelve months; or, in other words, the improvements are saved the first thirteen months, and if your lease is long enough, or you own your own building-which, of course, improves the situation-you gain net \$2,000 per year after the first thirteen months; but if your lease is short, the sprinkler people will agree to move your outfit, if you change locations, and place in another building for 30 per cent. on cost of same. All this must be granted as sound; but now comes the question of the character of the insurance you get at \$1.10 to \$1.25. Of course the Board

(or so-called 'Old Line') companies, who do not want us to improve our risks and so reduce our premiums and, most important of all to agents, their commissions, will tell you the Lloyds and Mutuals are worthless; that in case of a loss you must on a Lloyds' policy sue, if any contention, twenty-five or fifty men; that you cannot get legal service on them, etc., when the fact is they rarely resist a loss, and in all those of high grade, legal service on one, or their attorney, is legal service on all, and so stipulated in their policy. Of course, there are many of the Lloyds and Mutal companies which are undesirable, but are not stock companies continually failing. In 1894, which information I get from the Insurance Spectator, a stanch stock company advocate, the record is as follows in the United States:

"The stock companies have in every city a large number of men you do not want or need who, of course, must live, to solicit your business. The Lloyds and Mutuals have none. You must go to them direct or through a broker, who only gets a broker's commission. Has your local board fire insurance agent told you that you could secure a reduction in your fire insurance premium by the equipment of your plant with automatic sprinklers? Why not? They will tell you sprinklers are no good, and are liable to "go off" at any time and ruin your stock. The record is not that way, and, further, you can at a low rate place a small line protecting you against this. It is, however, not my desire to suggest to you in this report how and with whom you are to place your insurance, but I simply lay before you the result of three or four months' close investigation of the question of fire insurances, as applied to drug hazards. I am so fully convinced that our firm will at once improve our risk (the contract is now in work) and accept the policies of principally high-grade Lloyds and Mutuals, at less than half the rates we now pay. If such a plan meets the approval

of nine-tenths of the Western and Northern drug trade, we feel willing to risk it, especially as, outside of their action, I am fully convinced."

Your committee take pleasure in indorsing the many practical ideas and suggestions contained in the foregoing report of Mr. Van Vleet. It is such firms as he represents that are demonstrating to-day that the drug trade need no longer pay the enormous rates charged by the old board companies. The Lloyds and the Mutuals furnish indemnity against loss by fire at much less cost than the board companies, owing to their expense account being much less, and to the fact that they write on selected risks large lines. The Lloyds' plan of individual underwriting is rapidly gaining favor. It is not a new system of insurance. In fact, it is the oldest, and for two hundred years the only one, it existed in London three hundred years ago. In the United States it has been changed so that any one wishing to do individual underwriting, appoints an attorney familiar with the insurance business to act and sign for them, thus relieving them of the incidental work. Each underwriter makes an equal cash deposit and usually becomes liable for an additional sum, and each assumes an equal portion of the total liability under each policy. But in most of the Lloyds the aggregate liability of each subscriber in case of fires involving one or several policies is limited to five times the amount of the cash deposit (after the unexpended premiums are exhausted.) In others the liability is more, in one instance being fifty times the amount of cash deposit. In all cases the liability is several and individual. In order to avoid multiplicity of suits in case of disagreement regarding a claim, many of the Lloyds insert a clause in their policies providing that suit must be brought against their attorneys, and that the decision in such a suit shall be binding upon all of the underwriters. In a stock company the capital paid in is its guarantee. There is no individual responsibility. In a Lloyds the security consists in the financial strength of the underwriter, together with the cash deposit, and the sum he is liable to be assessed for. As regards the safety of Lloyds as compared with the regular insurance companies, the Lloyds are no doubt the safest. A regular company may be wrecked through dishonesty or mismanagement of its officers, money all wasted and policies valueless. It is different with the Lloyds. The members guarantee the risks assumed, and no Lloyds can hope to be successful whose members are not known to be responsible. There is no safer insurance than a good responsible Lloyds.

The question has been asked why this Association has not undertaken the formation of a mutual insurance company on the plan of the factory mutuals to write only on selected risks. With a view of getting information on the subject, the committee corresponded with Mr. Edward Atkinson, of Boston, who kindly furnished published reports of addresses made by him at different times. Mr. Atkinson is President of the Boston Manufacturers' Mutual Fire Insurance Company, and widely known as authority on mutual fire insurance and upon matters of fire prevention. We will briefly give some of his ideas in connection with other facts, which we have obtained, in regard to the advantages of factory mutuals over the stock insurance companies, and will show what a simple matter it would be to establish such a company to write on drug and kindred risks. You will understand that the facts and figures given apply mainly to cotton and woolen mills and factories, the risks of which are rated as hazardous or extra hazardous, but the same facts and arguments apply as well to drug risks, which are also considered hazardous and extra hazardous. The total sum of fire insurance in the whole country must now be over fifteen thousand million dollars, and the total premiums paid over 150 millions, an average rate of 1 per cent. Of this premium about 64 per cent., or 96 millions is paid out for indemnity for losses by fire. (The fire losses in the United States for 1893 were 160 million, and for 1894, 140 million, an average for the two years of 150 million dollars;) 33 per cent., or about 49 million, is paid for the expense of conducting the insurance companies. The remainder, 3 per cent., represents an average profit to them. These figures prove that the profits of the stock companies are small, and we cannot hope for any reduction in the rate of premiums from them. A very heavy expense of the insurance companies is the soliciting of business, while the factory mutuals do not solicit, but wait for business to come to them. The officers of a mutual company are mere agents of the assured, delegated to do a certain work, the most important of which is to refuse unsuitable risks, and to accept only such as have been protected in a proper manner. In the factory mutuals the losses and expenses combined, are less than the expense only of stock companies. The average rate of the stock companies is about 90 cents on the \$100, while the rate on wholesale drug risks will average about \$1.50; 331/3 per cent, of about 50 cents goes to pay expenses, and balance, \$1.00, only goes into the indemnity fund.

Now, then, to save the fifty cents of expense, and at least half of the remainder, a total saving of two-thirds of the present cost of insurance in stock companies. Let the members of this Association first improve the quality of their risks by adopting every possible safeguard against loss by fire, and get all the benefit of the improvements by combining on the mutual principle. The fact that the average rate on drug risks is \$1.50 shows that the loss rate has been about \$1.00. The basis rate of a druggists' mutual company should be at least two per cent. The measures taken to prevent losses by fires should reduce the losses to fifty cents, the expenses should not exceed ten cents (in the factory mutuals the expenses are paid by the interest on the premiums on deposit) leaving \$1.40 to be returned at end of year.

On every \$1,000 paid to the stock companies, \$330 is absorbed in expenses, and only \$670 goes into the indemnity fund. One dollar paid for expense to get two dollars of uncertain indemnity. In a mutual company you would pay \$50 for expenses and \$950 for an indemnity fund, usually three times more than is needed.

The rate is of the least consequence to members. It is merely a deposit to cover any contingencies of losses and expenses and might perhaps be made 2½ per cent. or 3 per cent.; the losses and expenses being reduced to a minimum, the greater part of the deposit will be returned at the end of the year.

The history of factory mutuals insurance reads like a romance. Nearly sixty years ago Zachariah Allen, of Providence, fitted the Allendale Cotton Mill, of Providence, with the best apparatus then known, and asked an abatement of the rate then charged. "No," was the reply; "a cotton mill is a cotton mill; the rate is $2\frac{1}{2}$ per cent." "Then," said Mr. Allen, "the cotton and the woolen mills will insure themselves." He at once organized the Manufacturers' Mutual Fire Insurance Company, of Providence, on which all factory mutuals are modeled. The rate of premium on the Allendale Cotton Mill is eight-tenths of 1 per cent., instead of $2\frac{1}{2}$ per cent., and of the annual charge of eight-tenths, two-thirds to three-quarters are returned year by year, while the stock companies of fifty years ago who refused all concessions are mostly bankrupt.

Now, the secret of the remarkable success of the factory mutuals is the care with which each insurer protects his or their risks.

Has not the time arrived for this Association to adopt a system of fire insurance which is not an experiment, but as has been thoroughly demonstrated, will furnish certain indemnity against loss by fire at a saving of many thousand dollars annually to its members?

We herewith submit the statistics obtained from the Chronicle Tables of the fires in wholesale drug stores for three years past:

1892.	
Number of fires	. 12
Property loss	\$293,695
Insurance loss	\$230,945
Causes of fires-Exposure	6
Unknown	3
Engine	1
Spontaneous combustion	1
Stove	1
1893.	
Number of fires	16
Property loss	
Insurance loss	\$179,823
Causes of fires—Exposure	
Unknown	6
Explosion of chemicals	1
Explosion of varnish	
Spontaneous combustion	3
Number of fires	20
Property loss	
Insurance loss	\$482,952
Causes of fires—Exposure	
Unknown	
Incendiary	
Explosive chemicals	
Ignition alcohol	
Spontaneous combustion	
Respectfully submitted,	

C. W. Snow, Chairman.

Mr.Van Schaack:—I am glad we are giving so much attention to this matter of insurance; discussion cannot but throw light upon this vital question to the drug trade of the country, and if it shall have the ef-

fect of convincing the insurance companies that no branch of trade exercises greater care in guarding against fires than our own, this time will be well spent.

The fact is, insurance companies seem to have inherited from their ancestors the utmost dread of fire risks, from drug stocks, despite the care taken by the trade and the introduction of all possible safeguards. My own firm was the first in the jobbing drug line in the world to introduce the sprinkler system. I confess for myself the fear of the sprinklers "going off" by frost, etc., was a paramount objection to its introduction—but my sons—who are my partners are younger men than I and did not join in the fear, especially after an extensive correspondence with other branches of trade that had introduced the system, and I am free to-day to say we have never experienced anything but a supreme degree of satisfaction since putting it in-owning the building we do business in-we have a double saving and a little over a year repaid us for the outlay, and now the saving on insurance we esteem a profit.

The less fires we have and the minimum loss sustained when they do occur will strengthen our hands in the demands for lower rates of insurance.

I hope abundant time will be given this subject so important to us all. It is the interchange of experience in this way that can but result in ultimate good to all.

THE PRESIDENT—You have heard this very interesting report on this very important subject. It will take the usual course and go to the Board of Control, and come up at a later time, if there be no objection; there being no objection, that course will be

pursued. The next business will be the reading of the report of the Committee on Paints, Oils and Glass. In the absence of the chairman, Mr. H. T. Cutler, the Secretary will read the report.

The Secretary—Accompanying the report of Mr. Cutler is a personal letter explaining that on account of ill health he will not be present at this meeting.

REPORT OF COMMITTEE ON PAINTS, OILS AND GLASS.

Mr. President and Gentlemen:—It was stated recently in one of our trade journals to this effect: "The paint, oil and glass business is one of the first to feel the pressure of general or financial depression." This is undoubtedly so and easily explained, from its entire dependence upon the building and manufacturing industries, and it might also be added, "among the last to recover."

Thus, sir, after such a season as we had experienced, and had still with us, the commencement of the fiscal year found the paint, oil and glass business in an unsatisfactory and unpromising condition. With the recent settlement of important questions so affecting the general good, improvement was hoped for and expected during the fall months; but possibly only disappointment was realized; and it was not until some weeks after the opening of the current year that marked activity or improvement was noticeable. The volume of business for the best four months of the spring possibly now reached the average of former years, but un. doubtedly done on smaller margins at about the same expense. However, with evidences all around us of the return of prosperity, the resumption of building operations, the fuller employment of labor at advanced and satisfactory wages, the unparalleled crop and range conditions, for we all know "Corn is King," all confirm us in the belief that the season of disappointment is over, and that the realization of the good old possibilities of years gone by for the paint, oil and glass business awaits us.

WHITE LEAD.

The first matter to claim the attention of this committee was the change in the schedule of prices by the Association of Corroders, December last, when the price was reduced ¾c. per lb. to all except

the large jobber or over twelve-ton buyer, and he was now given no protection whatever over any twelve-ton purchaser, and his margin of profit for the general distribution was limited to \$5.00 a ton instead of \$10.00 a ton, as before. This at once caused dissatisfaction with many members of the Association and appeared to them as a wish and determination on the part of the corroder to disregard the jobber as the proper distributing agent for his product, or, if not, an unwillingness to fairly compensate him for so doing. The attention of this committee, sir, was called to the complaints being received, and all suggestions offered as to a remedy, or a return to the more satisfactory treatment of the preceding year (though in justice, perhaps, it should be said more satisfactory to the jobber than to the corroder,) were duly considered and promptly acted upon, but your committee found themselves powerless to effect any reform, and the only course that remained to the jobber was to either decline to serve as distributing agent for any such corroder, or to accept the \$5.00 a ton and appear satisfied.

The position taken by the corroder, it appears, and it must be confessed with considerable just reason, was that for the preceding year the home competition, more especially throughout the East, had been intense and bitter, and the margin offered the jobber was neither regarded or maintained, much to the detriment and demoralization of his, the corroder's business.

A reduction in price was now necessary from the possible important competition of imported lead. The corroder's margin was reduced to possibly a lower limit than ever before, and he was unwilling to sacrifice a ¼c. which the average jobber would not maintain.

Following the precedent and example of "a special committee on Paris green," this committee would offer as a suggestion the advisability of the appointment of a sub-committee of three, representing the different sections of the country, from the membership of the new committee, authorized to invite a conference with a like committee, if appointed by the National Paint, Oil and Varnish Association, and representatives of the different corroders' interests, to formulate, if possible, some plan for the coming year that will be more satisfactory to both corroder and jobber.

LINSEED OIL.

The year of 1894-5, we are most reliably informed, opened with some surplus of oil, but with the market bare of old seed

and with an estimated new crop far below the average, "it having been largely damaged by heat, drought and an early frost in various sections of the northern flax district."

The demand for the past year has probably been considerably below the average of late years, and yet a very heavy importation of seed, as compared with former years, was necessary to provide for the deficit, showing the extensive shortage of the crop.

The price for the year has been limited only by the cost of oil made from imported seed, and has averaged higher than any year during the last ten, excepting alone the year 1889-90.

The excellence and equality of domestic oil for all trade wants are more acknowledged each year. Notwithstanding the high price, and thus an incentive and temptation to use them, we would confirm the prophecy of last year's committee that the so-called substitutes for linseed oil "have had their day."

The present stock of both oil and seed is very light, and the conditions for the new year seem very favorable for the crusher, as the last year was for the jobber. The only complaint, perhaps, from the jobber for the past year has been of the independent crusher, at times selling his oil in small or one to five-barrel lots at the fifty barrel or carload price.

GLASS.

With the abundance and excellence of the raw material required, with the class of skilled labor engaged, with the number of model plants where all the recent advances in this important industry are employed, glass, both window and picture, can be and is now made in this country the equal in all respects of the pride of Belgium or France.

Under the old tariff the duty constituted about 45 per cent. of the total cost of foreign glass at our seaboard, and with the reduction of the duty of about one-third the home manufacturers demanded a reduction in wages of 30 per cent., as the labor constituted about 65 per cent. of the cost at the factory, and American glass was then selling at about the price of the foreign. This was settled by the workmen accepting 22½ per cent. reduction.

During the fall and early winter the price of American glass declined steadily and rapidly until it reached 15 to 25 per cent., varying with the different brackets, below the cost of foreign glass, except on the extra large sizes or over 100 united inches, which were still lower in the imported.

The effect of the new tariff on imported glass had not been entirely anticipated. There was possibly some over production and a light demand, but there was also a lack of confidence or harmony among the home manufacturers, intense sectional rivalry and jealousy, all of which had perhaps more to do with the low prices reached than any trade conditions.

The condition now was unsatisfactory to both manufacturer and workmen, it being doubtful if there was any profit even to the most favored manufacturer, and the workmen could not understand the necessity of the reduction, when at the old wages, on the basis of the now selling price of 15 to 25 per cent. below the foreign, American glass could be offered at the price of the imported.

With the approach of spring there was a decrease in production, a better demand and a firmer tone abroad; and, though all efforts for a temporary shut-down and for a combination or union of interests among manufacturers failed, with the adoption of the new list, better prices were obtained, and the season closed with only an average stock in the hands of the manufacturers and jobbers, and prices at fully the cost of imported glass at the seaboard.

With the annual uncertainty as to the time of starting up and settlement of the wage question for the coming fire, large orders for import have been placed of late to supply any deficiency before the home product is ready for the market; and even should an early start be made, and at no advance of wages, the expected increased demand will warrant better prices than were obtained last year.

Although staples in the business, white lead and linseed oil should pay the jobber a better margin of profit, and in the opinion of this committee it rests largely with the jobbers themselves to have it so. If the manufacturer, whether corroder or crusher, could feel assured that the jobber would maintain in letter and spirit the margin granted, there would be no scarcity of thoroughly reliable brands or goods for the jobber to distribute to his trade at an equitable margin, and any others he could allow the manufacturer to distribute himself.

This not only with lead or oil, but with any or all lines of goods. If any business is supposed to pay the manufacturer handsomely, and to admit of a generous division, is it not the varnish business? And yet we can possibly name some lines of varnishes, carriage goods and house goods, where any single case buyer purchases as low as the jobber.

Any such manufacturer, if guilty, can hardly expect to have warm business friends among the members of this Association. Is there any member of this Association who, though he complains of the "cutting" done by the department store or the "cut-price" druggist, yet himself continually and without much thought about it cuts the price of lead, oil or glass, using those commodities as leaders for his business? If so, he should desist; and possibly will then find the manufacturer willing also to turn over a new leaf and both work together in harmony for mutual interest.

Respectfully submitted,

H. D. Cutler, Chairman.

The President directed that this report take the usual course, no objection being made.

MR. Weller—The next report on Credits and Collections is a very important one, and I think it would be better to have it heard by a larger number than we have here this afternoon. I, therefore, suggest that that be deferred until to-morrow.

THE PRESIDENT—We will pursue that course if there be no objection. I see one gentleman in the room who is chairman of the Committee on Infringements of Trademarks. If he has anything to report we shall be glad to have it now.

J. A. GILMAN—I congratulate the Association that there is no written report to be rendered this year. There have been no cases of infringements brought to the committee and, therefore, we have no special report to make. It seems to us an expression, or rather an indication of a loyalty of the members of this Association to the regular manufacturers, to be able to say this. There would be very much more liability of an infringement were it not for the position taken by the wholesale trade in discountenancing everything of that kind, which has tended to make these infringements very few, and what have

been reported to us from the manufacturers have been disposed of direct to the retail trade. I would suggest, Mr. President, that, perhaps, the duties of this committee might be somewhat enlarged for another year, and that they gather statistics in regard to cases that may have come into court, and may be decided, as in their opinion might seem desirable to report to the members of the Association. There are sometimes cases brought up in which there are technical points and decisions rendered by the courts which might escape the notice of the Association, unless some one interested should investigate the matter. I think they will be found interesting at other meetings.

THE PRESIDENT—Do you make that a motion? Mr. Gilman—I make that a motion.

The motion being put and seconded, the same was voted.

MR. Weller—It seems I have unwittingly caused a little confusion in the ranks by having the report of the Proprietary Committee postponed until Thursday morning. It seems that the proprietors have a meeting on Thursday morning, and they are very anxious that this matter should come before the Board of Control and be reported back to the meeting here to-morrow afternoon. I would, therefore, if there is any way to change the thing, and I suppose there is, make a motion that this matter be taken up at 3 o'clock to-morrow afternoon, and be made the subject of special business at that time, instead of Thursday morning.

THE PRESIDENT—The only objection that the Chair sees to that is, that there are so few members present at this time, they having gone away with

the idea that the report was to come up on Thursday morning. It may create some confusion to change the time now.

MR. WELLER—I have been informed of this in talking with Mr. Bower, and the only way we can get over that difficulty is to advertise it among the members. The proprietors are very anxious that this matter should be taken up to-morrow afternoon. Of course, it would be much more convenient for the Board of Control to have it wait over until Thursday morning. My object was simply to gain a little time, so that we have an opportunity to look into the matter.

THE PRESIDENT—I would remind the chairman of the Board of Control that we have three business sessions on Thursday; that is, provision for three if we wish to hold them, and there is a provision for one session of the Proprietary Association. It seems to me that possibly the Proprietary Association might hold its meeting later in the day and let us meet early in the morning. I would like to hear as to that.

Mr. Bower—My information, Mr. President, was that Mr. Joseph Leeming, the Secretary, wanted to know if that could not be adjusted so that the proprietors could meet at their last session and talk up this matter. That session meets Thursday, from 9 to 11 a.m. Your suggestion that they postpone that and permit two of the sessions provided for the National Wholesale Druggists Association to be held first would be a very good one. I certainly should not think it would discommode them.

THE PRESIDENT—The only thing I hesitate about is that so many of our members have left the room,

undoubtedly thinking that the report will come up Thursday.

MR. WELLER—I do not insist upon it; in fact, I would rather have it carried over until Thursday morning, if possible, if it will accommodate the proprietors. We want to do what we can to help them out of their dilemma.

George A. Kelly-Mr. President, I agree with you, sir, that it will be difficult to notify the members of this change. If that could be done in any way so that we would have a large number of members in attendance to-morrow afternoon I would prefer to take it up as early as possible, but I would be sorry to have any of the members absent under the impression that this report would not come up until Thursday morning, and it seems to me-although I do not wish to direct this matter at all—that it would be better under the circumstances for the Proprietary Committee to adjust their meetings until after this matter has been discussed than it would be to take some plan for notifying the members that there has been a change and that it will come up to-morrow afternoon. I see some of the members of the Proprietary Association here, and I would very much like to hear from Mr. Bigelow and Mr. Sharp what their opinions are. I only desire that there shall be a good attendance and that not one be absent under the impression that it would not come up until a subsequent period.

THE PRESIDENT—We will be very glad to hear from Mr. Bigelow and Mr. Sharp, if they wish to speak.

Mr. Sharp—I have no preference.

Mr. Bigelow—It would make no difference to me. Mr. Snow—Why could we not let the matter be

left as it is for to-morrow afternoon? Providing we have a large attendance, then a resolution to bring it up at that time would be in order. If not a large attendance, postpone it.

MR. Weller—I want to meet the wishes of the proprietors. I will withdraw my motion and let it

stand as it is for Thursday morning.

On motion the meeting adjourned.

FOURTH SESSION.

Wednesday Afternoon, September 4.

President Main called the Convention to order at

3 o'clock p. m., and said:

The first business to come before the Convention at this time is the election of new members. The list of names presented by the chairman of the Committee on Membership has been posted as provided for in the constitution, and those names are before you now for election. What is your pleasure?

Upon motion the Secretary was instructed to cast the unanimous vote of the Association in favor of the election of the proposed names for members, which was done, and the President declared them

elected.

THE PRESIDENT—The next in order is the report of the Committee on Credits and Collections, of which Mr. Alanson S. Brooks is chairman. As he was not able to be present at the meeting, he has sent his report to the Secretary, who will read it.

REPORT OF COMMITTEE ON CREDITS AND COLLECTIONS.

As the time approaches for the annual meeting of this Association, the chairmen of the various committees come to a realizing sense of the obligation which they have assumed to write an annual report. As a preliminary for this work, the natural tendency is to obtain copies of proceedings of previous meetings and ascertain how the same subject has been handled by former chairmen, and perhaps to obtain from these reports, which are sufficiently far back to be forgotten, "pointers" which can be utilized in making up the particular report with which the present chairmen may be struggling.

The writer freely admits that this was his idea in securing back number reports, but that he read only two of these reports, viz., those of 1894 and 1893. His reason for not going further back was because of the very damp, not to say wet, blanket which he encountered in the opening paragraph of the report on credits and collections for 1893. This opening paragraph reads:

"From year to year, all through the life of our Association, no committee has been more active, made more valuable suggestions, or worked harder to bring about needed reform in our business methods, than that of the Committee on Credits and Collections, and yet it is a matter of record that none have really accomplished so little."

The report then goes on to state that while many valuable reports have been rendered, and many important resolutions adopted by the Association after very interesting debates, that still the reports have been ineffective and the adopted resolutions ignored.

It is a comparatively easy matter to submit a report when you have a prolific subject in which you feel that all members take an active interest, and are looking for suggestions with a view to their adoption if they shall appear practicable. It is not, however, so easy a matter while constantly laboring under the impression that those whom you are addressing are, as far as your subject is concerned, apathetic and practically indifferent. We do not mean to intimate by this that our members are individually indifferent to the subject of credits and collections, for there is probably no subject in which they have all displayed a livelier in-

terest within the last two or three trying years, but while admitting as individuals, that this matter is of grave importance, have we, collectfully, actually derived any benefit from the many able reports submitted by this Credit and Collection Committee, or have we honestly carried into effect any of the resolutions which have been adopted.

In casting about for a reason to explain why the work of this committee has been so barren of results, it has occurred to us that the reason may lie in the fact that the local conditions which govern the business methods in different sections may be such, that suggestions which might come from the chairman who was appointed from the East might be entirely impracticable of operation in the far West, or that suggestions from a Northern chairman might not appeal favorably to his Southern brothers. If this explanation is tenable, and the difficulty in the accomplishment of tangible results by the Committee on Credits and Collections is due to conditions purely local in different sections of this enormous country, it would seem that the incoming committee could come before this Association next year and have something to show for their work if they were to endeavor to bring some of the various reforms suggested through the various local associations.

During the past five years there has been a steadily increasing tendency on the part of the jobbers throughout the entire country to organize themselves into local exchanges for defensive purposes. These exchanges are not as cumbersome as the National Association, owing to the fact that they consist as a rule of a membership of not to exceed ten jobbing houses. The meetings being held very frequently, the result has been a much closer bond of union and a closer dovetailing of interests than could possibly have existed a few years ago. Recently these local exchanges have been greater factors in inaugurating and carrying out different reforms than has the National Association itself.

For instance, the National Association has been impotent as far as correcting the box and cartage evil has been concerned. For years the Box and Cartage Committee have endeavored to establish a charge for these items uniformly throughout the United States, but without avail. But for the local exchanges, there would not now be a single city in the country making these charges. The local exchanges, by united efforts, have gradually crowded free box and cartage further and further East, until now the evil exists in only a very small section of the country.

We believe that the Committee on Credits and Collections, by working upon these lines, could accomplish much, and would recommend that the incoming chairman place himself in communication with the secretaries of the various local exchanges. By inducing several local exchanges to adopt various reforms, for instance, in the way of uniform terms and a uniform cash discount of 1 per cent., and then proceed along the line of least resistance to other and contiguous exchanges, until gradually the whole country could be covered. We all realize the absolute necessity of reducing the present discount for cash, and curtailing the terms which we allow on running accounts; but under the present conditions each jobber is afraid to take the initiative, and as long as we confine ourselves to passing resolutions at our annual meetings, so long will the conditions exist to which our worthy chairman of 1893 called our attention.

The cash discount allowed by Eastern members of this Association is, we believe, but 1 per cent., while in the Central, Middle and Western States it is 11/2 per cent., with a tendency toward 2 per cent., in some instances. While the Box and Cartage Committee accomplished so much good by working from the West toward the East, we believe that the work of the Credit and Collection Committee could be equally as fruitful of good results were it to reverse the order and proceed from the East westward, inducing the local exchanges on the borderland between 1 and 11/2 per cent. to uniformly adopt the smaller discount. Then, by working westward, the whole country could be brought into line as rapidly as possible. This plan of inaugurating reforms can be extended in various other directions, the most apparent, perhaps, being a more uniform rule in extending credits. Many of the Western exchanges have organized what is known as a "credit clearing house." These credit clearing house rules consist of regulations which have been carefully considered, and which have been in practical operation in some of the exchanges for several years. By these rules a systematic interchange of experience is made possible between the various credit departments of the members of the exchanges. This is done without in any way giving valuable information to a competitor as to the details of the jobber's business, and at the same time is equitable and mutually beneficial. The results enable the members to compile reports which will show the total trade liabilities and dealings of their customers, and to render it more impossible for unsafe credits to multiply, or for a dishonest dealer to overbuy and get his goods, or for a dealer who disregards his obligations with one house to purchase from another; in other words, to furnish a "clearing house" for the records and experiences of credit men, which will supply them with the missing link in their present chain of information; thus weeding out in time the undesirable dealers, who are not only a source of annoyance and direct loss to the wholesalers, but who furnish such undue competition for the honest, fair-dealing merchant, from whom the wholesalers must necessarily obtain their profit.

If the Credit and Collection Committee of this Association will foster and encourage the establishing of these credit clearing houses by the local exchanges throughout the entire country, it will, perhaps, be possible in time, by the amalgamation of all of these local organizations, to secure a national clearing house, which will be of the greatest possible value to the National

Wholesale Druggists Association.

In closing this report, we simply wish to reiterate what we have already said:

1st. That up to the present time the work of the Credit and Collection Committee has been practically barren of results.

2d. That the good accomplished through local organizations has been very great.

3d. That the National Association, by inducing the local associations to harmonize on the question of credit and collections, can, perhaps, bring about results that have never been accomplished before, and that a national committee is in a position to bring about these results where no other means could.

4th. That the benefits to be derived are so great that the effort is certainly worthy of a trial. Respectfully submitted,

Alanson S. Brooks, Chairman.

THE PRESIDENT—Gentlemen, you have heard the report of this committee, which, in accordance with the usual custom, if there is no objection, will be referred to the Board of Control. No objection appearing, it is so referred. The next regular business will be the hearing the report of the Committee on Adulterations, Henry B. Gilpin, chairman. Is Mr. Gilpin present?

Mr. C. F. Weller—He does not seem to be here, Mr. President. I have here a copy of the report which was sent to me by Mr. Gilpin.

THE PRESIDENT—In the absence of the chairman this will be read by the Secretary,

REPORT OF THE COMMITTEE ON ADULTERATION.

The subject of the adulteration of drugs, crude and powdered, has been so thoroughly written upon by previous committees on adulteration, drug journals, Government and State reports that it is scarcely possible to present anything of special interest on the subject of adulteration in general.

Your committee has found one instance of adulteration of a most important drug, namely, opium powdered; some lots examined being of low test and low price, containing foreign substance. The cost of powdered opium is readily ascertained, as 100 pounds of gum yields 78 to 82 pounds of powder; add to this 12 to 20 cents per pound for powdering, which will give the cost. From this it will be seen when gum opium costs, say, \$1.75 per pound, the powder would be from \$2.31 to \$2.39, exclusive of containers.

To deal in detail with every instance of adulteration of drugs, chemicals, oils, etc., would render this report more technical in character than usual with the scope of reports of this committee.

The subject, moreover, being fully dealt with in the current reports and in trade and technical journals, thereby keeping the handler apprised of the best methods of detection of adulteration and of assay. Whilst there are always products of poor quality at so called cheap prices, your committee observes with pleasure the constantly widening appreciation of product of highest attainable purity, and believes that the tendency of competition is to improve in general the whole line of chemicals and drugs, both crude and prepared. Your committee sees no occasion for any specific recommendations. The laws on the subject of food and drugs are ample for the protection of the people, and with the spread of education, both scientific and popular, we may hope to see these in time effectively enforced.

HENRY B. GILPIN, Chairman.

THE PRESIDENT—Gentlemen, you have heard the report of the committee. Unless there is some objection it will take the usual course. No objection appearing, it will be so referred. Is the chairman of the Board of Control ready to present his report at this time?

MR. Weller—I think, Mr. President, that the work of the Board of Control has been somewhat simplified this year from the fact that a number of the chairmen of the different committees, by the request of the President, have sent in copies of their reports about one week in advance. Consequently we have been able to prepare our recommendations and had them ready to present yesterday if they had been called for. We are very much obliged to the gentlemen who complied with this request. It certainly has been a great favor to the Board of Control.

Referring to the report that has just been read, the report of the Committee on Adulterations, as they have made no recommendations we will simply move that the report be adopted and spread upon the minutes.

Seconded and carried.

Mr. Weller—We next have the report of the Committee on Transportation. The report of the Transportation Committee has received due consideration at our hands and the situation as presented in the report is thoroughly appreciated and understood by every member of this Association.

It is a well known fact that the railroad companies know very little about the nature of the goods handled by wholesale druggists. As a consequence they make many mistakes in classification. The Board of Control would therefore recommend

that a Classification Committee consisting of three members of this Association be appointed by the President of this Association to look into this matter; to attend the rate meeting in Chicago, which is to be held sometime in October or November, and endeavor to have the Western Classification so amended as to meet the views of the members of this Association. We believe that this can be done and that many of the errors in classification will be rectified at once by the board. One particular item not mentioned in this report is lampblack. East of the Mississippi a minimum car is 10,000 pounds, while west of the Mississippi a minimum car is 20,000 pounds. This is an injustice to the Western shipper. Why the Western shipper should be compelled to pay freight on a car load of goods when he only gets 10,000 pounds is certainly a mystery to us and a great injustice.

Through the efforts of some of our members the rate on London purple was changed from second to fourth class at the last rate meeting in Chicago. Only a few years ago Paris green was billed first class west of the Mississippi river in car-load lots; this has also been changed to fourth class. We think it is only necessary to bring these matters to the attention of our railroad friends by a committee having the endorsement of this Association to have these matters rectified.

The Board of Control does not approve of this Association becoming members of the National Transportation Association. At our last meeting this matter was left in the hands of the Board of Control with power to act, and after considerable investigation we decided that it would be of no benefit to a large majority of our members.

We move the adoption of the report with the exception of that part referring to this Association becoming members of the National Transportation Bureau.

Seconded and adopted.

THE PRESIDENT—Before proceeding further with the report of the Board of Control, I would say that I am in receipt of the following cablegram, sent by Mr. Kline from Paris:

"From Paris, where I am in body, I send greeting to Denver, where I am in spirit, with best wishes for a harmonious meeting."

Upon receipt of this I requested ex-President Robinson to draw up and submit to the Association a cablegram in reply, which I will ask Mr. Robinson to read.

MR. ROBINSON—I move that the Secretary be instructed to reply to Mr. Kline's cablegram as follows: "Association returns cordial greetings and best wishes of safe return home."

Seconded and unanimously adopted.

Mr. Weller moved that the recommendation of the Board of Control in regard to the report of the Transportation Committee be specially referred to the incoming Committee on Transportation.

Seconded and adopted.

Mr. Robinson, chairman of the Committee on Nominations, made the following report:

Your committee would respectfully make the following recommendations for officers of the Association for the ensuing year: For President—J. C. Eliel, Minneapolis, Minn. For First Vice-President—W. A. Hover, Denver,

For Second Vice-President—Henry B. Gilpin, Baltimore, Md.

For Third Vice President-James R. Owen, Chicago, Ill.

For Fourth Vice-President—F. W. Braun, Los Angeles, Cal.

For Fifth Vice-President—M. A. Fall, Atlanta, Ga. For Secretary—A. B. Merriam, Minneapolis, Minn. For Treasurer—E. L. Strong, Cleveland, Ohio.

For Board of Control—C. F. Weller, Omaha, Neb.; Fred L. Carter, Boston, Mass.; Frank A. Faxon, Kansas City, Mo.; Daniel Myers, Cleveland, Ohio; D. D. Phillips, Nashville, Tenn.

Respectfully submitted,

WILLIAM A. ROBINSON, Chairman.

J. C. Fox, James R. Owen, John A. Gilman, H. E. Marvin,

Committee.

Mr. Robinson—I would like to say that we took the liberty of placing on this list of officers one of the members of our own committee. We did this over his earnest protest, by the unanimous wish of the remaining members of the committee. I would further state that this report met with the unanimous approval of the committee, with the exception of the gentleman who was nominated from the committee itself. The entire committee felt that Mr. Weller was entitled to appointment as chairman of the Board of Control by reason of his very faithful services during the past two years.

Each of the names presented by the Nominating Committee was received with applause, and upon motion of Mr. Robinson the time for the election of officers, was set at 5:45 of the same afternoon, thus giving the two hours' interval provided for by the by-laws of the Association.

MR. Weller (continuing the report of the Board of Control)—Mr. Chairman:—Those of you who were present yesterday and listened to the long and exhaustive report of the Committee on the Drug Market will certainly appreciate the work that has been done by our friend, Mr. Muth, in getting up this report. The Board of Control has no recommendations; only this: That the thanks of the Association are certainly due to Mr. George L. Muth, chairman, and his excellent committee for the very able report that they have presented on the drug market, We present it for your consideration, and move its adoption.

Seconded and carried.

MR. WELLER-We have the report of the Committee on Fire Insurance. The Board of Control has carefully considered the report of the Committee on Fire Insurance and finds it to be of considerable interest and very complete in detail, and we hope some action will be taken by this Association that will enable wholesale druggists to obtain lower rates of in-The report touches on the salaries paid to surance. officers, agents, brokers and employes of insurance companies, and gives this as one of the reasons for the excessive rates we are compelled to pay, and goes on to state that the expenses of some of the smaller companies have exceeded their entire fire losses. Some earnest, energetic work should be done by this 10

Association on the line of fire insurance. We would therefore recommend that this matter be taken up in open session and thoroughly discussed to see if some plan cannot be devised by which we can remedy the present condition of things. We commend this report to your consideration. Now, in speaking of this being taken up in open session, we did not know whether it would be the pleasure of the Association to do this or not. We believe that something should be done by the wholesale druggists to remedy the great evil that exists. We are certainly paying more insurance than any other class of men for the same risk.

MR. FRED L. CARTER—I hardly see how we can take up the subject before this body, as there has been no resolution presented; unless the committee brings in resolutions, or the Board of Control, it seems to me it would take a very long time before we could take action on it.

MR. Weller—The Board of Control, of course, could make no recommendations from the report, and we wanted to bring it before this body. The report contains many suggestions, but really no recommendations. Now, it might possibly be better, if it is not thought advisable to take this up and discuss it, to refer it back to Mr. Snow, or to the committee, for any special recommendations they may have to make. We did not feel called upon to make any recommendations under the circumstances, although we feel the importance of the question.

Mr. Kelly—It seems to me that the only thing tending toward a recommendation in the report, if I recollect correctly, was that the drug trade of the United States should unite in forming an insurance

company, somewhat after the manner of the companies formed upon that basis for the protection of factories. It seems to me that was about the only thing that was really recommended, and in such form as that we could take it up at this time. I would ask the chairman of the Board of Control if that is not in accordance with his remembrance.

MR. Weller—That was the only thing that would seem in the nature of a recommendation. He goes on to speak of the companies that have been formed for the mutual protection of factories in New England, and seemingly suggests that the wholesale druggists of the country should adopt some similar plan, organizing insurance companies of their own.

Mr. Snow-I do not think we are ready at the present time to take any action on the recommendation to form insurance companies. In order to make a mutual company successful, it would be necessary to have, at least, one hundred wholesale drug houses properly equipped and protected, and at present we have not, perhaps, to exceed twenty-five. My idea in suggesting this subject was that perhaps in a year or two, or three years later, we may be prepared to do something of that sort. I have suggested it for the purpose of giving the members an opportunity to consider it, and I wish to urge upon them the importance of protecting their risk. Even if they never organize a protective mutual company, it would be for their interests to properly protect their risks. They will get a much lower rate on insurance than can now be had and be better satisfied themselves. It was with that idea that I threw out this thought

of the mutual company, but I do not think at the present time that we are ready to organize a company of that kind.

On motion of Mr. Carter, the report of the Fire Insurance Committee was specially referred to the Fire Insurance Committee to be appointed for the next year.

Mr. Weller—There is no doubt but that you all listened with a great deal of interest to the report presented by Mr. Cutler, of Kansas City, upon paints, oils and glass. They made no recommendations, and the Board of Control would simply make the following reference to the report:

The paint, oil and glass business has become an important feature of the wholesale drug trade, especially in the West, where this class of goods forms a large part of the business done by wholesale druggists. Local associations have been able to control prices so that the business has been fairly remunerative. Some trouble has been experienced in the fact that many manufacturers show a desire to deal direct with retailers and consumers. We would respectfully recommend to the coming committee that an effort be made to induce manufacturers to give their goods to legitimate wholesale houses only. We would move that the report be adopted.

Seconded and carried.

MR. WELLER—We have before us the report of the Committee on Legislation. The Board of Control has given very careful attention to the report of this committee. This committee has certainly been very active, as their report will show. Diversity of opinion among those interested in regard to tax-free alco-

hol has no doubt largely obstructed the work of the committee. At the same time, this Association having gone on record as in favor of free alcohol, and the law having been passed, it is right and proper that we should insist upon its enforcement. We indorse the report of the committee and recommend the adoption of the resolutions referred to. The Pure Food and Drug bill has also received careful consideration at the hands of this committee. The Board of Control would recommend the adoption of the resolutions offered, which cover the case, as we think, very fully. This matter is in good shape and we believe with proper legislation in the different States the evil of adulteration will soon be done away with. We commend the work of the committee in their efforts to defeat the passage of the Bailey bill, and are pleased to note that success attended their efforts, and that the Torrey Bankruptcy bill, which meets with great favor among all classes of business, will undoubtedly pass at the next session of Congress.

The three resolutions presented by the report of the Committee on Legislation were then read seriatim and adopted, and upon motion the report of the committee as a whole was adopted.

THE PRESIDENT—The next regular business is the hearing of the report by the Committee on Commercial Travelers, Mr. Theo. F. Meyer, of St. Louis, chairman. Mr. Meyer not being present, I will ask the chairman of the Board of Control to read the report. Gentlemen, give your attention to the report of the Committee on Commercial Travelers.

The following report was then read by Mr. Weller:

REPORT OF COMMITTEE ON COMMERCIAL TRAVELERS.

The Commercial Traveler—aye, there's the rub—with his salary, not a small item; his expense account, a large one; his plausible stories; his explanations of why he failed to sell to this or that dealer; his interesting report of the orders promised him on his next trip; his criticisms of our ability to buy properly, and of the exalted views of our prices; his volubility on the subject of the lower quotations of our competitors, and his extreme reticence as to the instances where our figures are below par; his generosity in entertaining and indorsing the claims of his customers; his credulity in regard to the prices the customer has received from a rival traveler and the commendable front with which he appeals to us for an advance in salary on his reduced showing of profit—all this, and much more we are familiar with, endear him to us, and even at times prompt us to offer him the management of the business.

There is another page to his biography which appears in brighter type, and it is here we observe his ever prompt defense of our good name; his readiness at all times to take up the cudgel where our honor is questioned or our ability for enterprise belittled. The house he represents (though he prudently refrains from telling us so) is always at least the best on earth, if not the most extensive. Our ears would burn and our cheeks be mantled with blushes if we could hear the praise he gives us to our customers. He is ever ready to start out at a moment's notice on a special mission, even though he may privately feel it to be a fool's errand, and his home ties have at times to stand severe strains to meet our views of what is required of him. Many are the privations he cheerfully endures; much the abuse he stoically submits to (where we would lose our temper and a customer as well); frequent are the unsavory specimens of cookery he encounters, and lively, instead of restful, the beds on which he reclines to fitful slumber and dreams of opening stocks. The charge for sleeper, which appeared in his expense book, and at which we grumbled, he may not have paid to the Pullman Company, but if he did travel all night in the cramped seat of a day coach in order to even up an expense incurred, and which we would have kicked against, to entertain a dissatisfied customer, did he not really do it in the interest of the house he represents? Though if we knew of it we would not approve.

This drummer tourist or salesman is a nineteenth century product, thoroughly up to date; he is assertive and assuasive, ubiquitous and enterprising; he is expeditious and he is legion, cheerful in adversity and generous to a fault—much more could we say of him deservedly to his credit. As to the qualifications he should possess to be successful, a good constitution and good address, good temper and politeness, unceasing energy, decision of character and patience are said to be requisites.

If a necessary appendage, he is unfortunately a very expensive one; and it is to this feature of his existence your committee's at-

tention is principally directed.

Animated by a laudable desire to obtain practical information for the benefit of the Association, your committee made up a synopsis of the reports rendered at ten previous meetings and mailed a copy of this, together with the following communication and list of inquiries, to each wholesale drug house connected with the Association:

For reply: Since nearly if not all of us handle brushes, glass, liquors, perfumery, stationery, paints and oils, and to a greater or less extent also cigars, tobaccos and notions—for which we must find buyers—and the fact being generally admitted that our friend, the retail druggist, is as a rule very jealous or suspicious of our soliciting trade from any other than an apothecary (though he does not with commendable consistency by any means confine his purchases to us,) what is your opinion as to the restrictions we should put upon our travelers in soliciting orders.

What are your views as to the limitations of a traveler's authority in the way of making allowances in the adjustment of com-

plaints for overcharge, shortages, etc.?

From your experience in recent years, what do you expect from your best salesman in gross sales per annum and what in gross profits? What from your least capable man in gross sales and profits? And what from the salesman whose position strikes an average about half way between the above?

What do you deem the proper limits of the expense account

(including salary) of the three salesmen referred to.

Do you consider the above "least capable man" profitable to

Do you employ by salary and expense allowance or on a commission basis? If by contract, will you kindly enclose a copy of the form you use?

The 1894 report suggested the consideration of some plan by which the traveling system be better adapted to modern conditions of trade—commented upon the employment of men who are lacking in the essential qualities of a good business man, excepting address, and the fact that salesmen can only be made profitable when within certain limits and not in territory belonging to another jobber; recommended well-posted salesmen, able to realize that reasonable profits are essential versus large sales.

The 1893 report was devoted to suggestions as to proper relations between employer and employe, pointed out the necessity of men of good character being employed and to their being encouraged when doing well by letters from employers; stated that the best rule was to pay salaries and expenses versus commissons, and dwelt upon the increased number of traveling salesmen employed.

The 1892 report treats of the commercial traveler as he is—the interests he serves, indicating, first, his own; second, his employer's; third, his customers'—states he is not overpaid; asks the question: "Can we reduce the number of travelers?" Concludes with: "The commercial traveler is here to stay."

1891.—In the report for this year it is stated there are 1,250 travelers directly connected with the drug business of the United States, not including proprietary, pharmaceutical or sundries concerns. To maintain these 1,250 it is claimed three millions of dollars are paid out annually; admits the commercial traveler to be a necessity and a fixture, but that there are many errors we make in our dealing with him which prevents our deriving benefit from his efforts. One is the method of his compensation. If we pay salary, the temptation exists to pay less than necessary to secure best ability; if commission, we tempt the men to sell goods at a sacrifice and cut prices result. A middle course is suggested whereby we pay a salary and a commission.

The 1890 report states that the jobbing drug trade was not suffering from an excess of traveling men or unreasonable cost of maintaining them, but from a gradual and unremitting increase in the general expense of conducting the wholesale drug business; argues that if the percentage of expense was no greater now than a decade ago, few jobbers would have cause to complain. It claims that every employer must be, as he is, a law unto himself, and that travelers do not cut unduly and persistently unless they have the material support of their employers—concludes with:

The traveler has come to stay, and we could not spare him if we would. Suggests in selection of travelers men of intelligence, ability, industry, discretion, tact, judgment and integrity be chosen and that they be kept well posted.

The 1889 report gives a synopsis of the reports of previous years; suggests much benefit might result from a comparison of notes among the different members of the trade as to the best manner of utilizing the traveler, but does not believe in the advisability of legislative measures to control travelers or other employes, deeming it wiser to let such matters rest entirely at the will of the members of the Association-suggests the traveler should not only be a salesman, but a man well acquainted with the business methods of his house and the stock it carries, to be a true representative of the head of the firm. The committee believed the traveler to be an important factor, a profitable factor and a permanent one, hoping he would tarry long and increase and multiply commensurate with our increased growth; questioned the idea of increased cost of doing business being solely due to the system of travelers, or that any considerable part of the increase was due to this system; dwelt upon the fact that the cost of doing business had increased in every way-higher priced employes all along the line, shorter hours, more expensive ways of putting up goods, free delivery in cities, higher rents, enforced contributions for all sorts of purposes, larger and more diversified stocks being carried, a lavish display in handsome fixtures and furniture, etc., etc., decline in price of goods having also caused an apparent increase in the percentage of cost of doing business. the cost of labor and other expense of doing business was the same to-day as formerly, owing to decline in values, the direct increase in the cost of doing business would be 40 per cent. on account of decreased values alone. Don't believe the cutting down of profits is due in any great measure to the traveler, but that the competition among manufacturers for the retail and large consumers' trade has done considerable to reduce profits. The committee approved of the plan of compensating travelers by paying them a definite percentage of profits on the sales they made; did not approve of the plan of allowing a fixed sum per diem for expenses; combated the position taken by the Association on that day to reduce the number of travelers, and to make their sales, or profits on their sales, the only basis of compensation, and to allow them a per diem rate for expenses; opposed the idea that either of the propositions above mentioned could be made to work satisfactorily; suggested that the traveler who was well informed could be of great benefit to the business by aiding in buying goods as well as selling; that he is an educator of the trade and a pioneer in opening up new fields; that he can create and encourage kindly feelings and good-will between his house and customers, report on the standing of the trade he visited, their methods and traits, nature of competition in different sections; that he could adjust differences and settle complicated accounts; that he must have the full confidence of his employers. In relation to salary, that the highest salaried man was usually the cheapest; complained of the premiums being offered our travelers by manufacturers who were anxious to secure the travelers' efforts in behalf of their products; did not approve of sending lists of travelers to inquirers;

Resolved, That the employment of travelers should be left to the discretion of members of the Association.

The 1888 report claimed that the evils laid at the door of the traveler were directly chargeable to over-ambitious firms striving to divert trade from its natural course, deceiving themselves with the argument that the margin made in the increased sales thus gained was so much clear profit, and that the fixed expenses of the house were not increased; that the reputation of a house depended largely on its representatives; and called for a higher standard of ability and character among salesmen; that a salesman should be a partner in the results of his labor. This report closes with suggestion in regard to compensation.

The 1887 report deals with the question of the number of salesmen to be employed; recommends that each firm represented in the Association which employed eight travelers reduce that number to six, and larger firms, doing a larger business, reduce the number in like proportion; resolve that it would be better for the welfare of the drug trade that the number of salesmen be reduced about 25 per cent.

1886.—This report commented upon the fact that a large majority of the Association was opposed to the system of employing salesmen on a percentage basis, and that it had been proved that any such scheme could not be made satisfactory to the Association at large—stated that the majority of members of the Association was opposed to a salesman making collections and to his receiving credit for mail orders from his territory. In regard to objection to employing a salesman on a commission basis, the following was cited:

First, liable to result in a partial loss of control over salesmen, also leading him to cut prices, that it would increase the number of travelers, lead salesmen to question the accuracy of the profit account, lead to dissatisfaction and frequent changes; that it put risks and responsibilities upon salesmen properly belonging to his employer, and that it was open to legal objections, making the salesman a partner for whose acts the employer could be held responsible—closed with the opinion that the number of travelers should be reduced and territory restricted, salesmen's expenditures limited, that he only be allowed to make collections on written authority, have credit for personal sales only, not be permitted to cut prices, and should receive a salary based on his net profits, due allowance being made for the character and the value of his services.

The 1885 report, after commenting upon the reduction in profits in our business, suggests that the traveler cannot be abolished, but that an improvement in the character of men employed was advisable. After discussing the number of salesmen employed in this country, gives information in regard to the method pursued in Great Britain. Report closes with the suggestion that the Association takes some action aiming at payment of commission on sales in lieu of salary.

Previous reports dwell upon the fact that the traveler should be thoroughly acquainted with his business, educated in the house he is to represent in order to become familiar with its methods; that he should be expected to represent the interests and the character of the house which employs him and not himself or his customer. The fact is mentioned in one report that there are travelers who have improved their opportunities frequently at the expense of their employers to secure trade or patronage which they call their own and which is usually for sale to the highest bidder.

In response to our inquiries we received a large number of replies, brief and voluminous, statistical and theoretical, but all uniformly courteous. To make a satisfactory resume of this correspondence would be practically impossible—the "many men of many minds" being found in this, as in all organizations composed of brilliant intellects.

SYNOPSIS OF REPLIES TO OUR INQUIRIES.

The majority of our members who responded (three-fifths) are opposed to having their salesmen confine their solicitations to the drug trade alone, but instruct them to secure orders for every-

thing aside from drugs and patents from other reputable dealers.

One-fifth favor limiting the visits of their travelers to the druggists only, and the other fifth are governed by local conditions in each town visited, deciding upon policy alone whether or not to refrain from seeking business outside of the legitimate pharmacies.

One correspondent comes out boldly, and, after advocating the taking of orders from all dealers in our goods says: "We are firm believers that the cut-rate store has come to stay, and therefore see no just reason why we should not be allowed to sell such people, especially when their credit is good and they can pay for what they buy. We would be glad to protect the legitimate retail druggists and should do so if they could prevent the department stores from getting goods, but we believe this cannot be done. As a result of our not selling the cut-rate stores in our immediate territory we are losing \$100,000 worth of business per annum. Is this right? We say no."

In regard to the making of allowances and adjusting of complaints by travelers, four-fifths of our correspondents emphatically oppose it, ruling that all complaints, etc., should be referred to the house for adjustment. The remaining fifth display a confidence in the training of their representatives and in their judgment, which leads them to decide that the salesman on the ground is the one best prepared to settle all such matters.

As might be expected, there was more reticence displayed in the answer to our next query, though the replies from many were of a very definite character. Sales of \$100,000 per annum seem to be about the highest limit reached, with a gross profit ranging from 12 per cent. to 15 per cent.

From this "century record" the scale declines, \$75,000, \$70,000. \$65,000, \$60,000, \$50,000 and down to \$40,000 being reported by various members as the results of their best men's work, and the percentage of gross profit, 15 per cent. to 18 per cent. (an average of 15 per cent. in most of the instances cited), showing an improvement, as should be expected from lighter sales.

In comparison with above, the lowest sales reported are from \$20,000 (in one instance only), to \$30,000, \$35,000 and \$40,000, the last-named sum being the one given in most of the reports as the amount received from the lowest salesman on the list, the percentage of gross profit being about the same as in the case of the best salesmen; an argument, perhaps, that the best salesman is able to hold his own in point of profit.

Opinions as to the proper limits of the salary and expense account show a wide diversity, for example:

We find the salesmen referred to in previous paragraphs are paid respectively 4 per cent, 5 per cent., 5½ per cent., 6 per cent., 7 per cent., 7½ per cent., 7 per cent., 8 per cent. and 10 per cent. of the gross amount of their sales—the least capable man in most cases being considered directly profitable, though in a few of the instances indirectly only, through trade their visits influenced to the house

Employment by contract does not appear to be favored at all, or, to be accurate, in but one instance. The majority—five-sixths—of the replies we received indicate arrangements are made on a salary and expense basis alone, though in many of these cases the employers admit they believe a commission basis to be the best. In but one-sixth of the reports do we observe salesmen employed on a strictly commission basis.

In addition to above we take the liberty of offering the following quotations taken from the letters we received and which, as expressions of opinion of our members from Maine to California, may prove interesting reading:

"In our opinion, there is only one way that a salesman should be employed, and that is giving him a good percentage of the profits—then, if he makes good profits he gets more salary."

"We believe there are altogether too many travelers out, and further, that it would be a perfect godsend to the wholesale drug trade of the United States if they could be cut down at least 50 percent."

"Contract between employer and employe, I consider a onesided affair, which may prove extremely expensive and at best of but little advantage to the party of the first part."

"We have never employed any traveler upon commission, for the reason that we fear clandestine cutting of rebates. This is the principal reason, but we also wish to control the salesman entirely, and not under any circumstances be brought into controversy as to our profits."

"Retail druggists do not seem to possess the commercial tact necessary to retain the drug sundry business, hence it is drifting naturally into the hands of the dry goods trade. This being a fact, it seems necessary for travelers to drum the dry goods houses or lose a large amount of sales of druggists' sundries."

"While the retailer, who demands so much and gives so little

in return, goes so far as to insist that we shall not sell certain parties, at the same time he buys of the very class of merchants he says we must not sell. In view of these facts we believe in selling wherever our interests are best served. We take this stand because we have been driven to it."

"We permit our travelers to sell to any reliable retail house, whether druggist or not, for the reason that were we to sell to druggists only we could not exist."

"We prefer to confine our work to the retail druggist exclusively, finding from experience if we sell them their wants we can get a larger and more satisfactory trade. They generally pay more promptly and are more profitable than the outside buyers."

"We do not consider our traveler's sales as the sole criterion of his usefulness. One whose good sense and judgment enables us to avoid controversies and to maintain the good will and custom of our trade in his section and to avoid losses we consider more satisfactory on the whole than the mere order-takers."

"We train our travelers well in the judicious use of making allowances, and then allow them full liberty; we find they have not abused this privilege thus far; we would, however, stop an excessive use of it."

"We never, under any circumstances, conduct our business with travelers on a commission basis, as we do not believe that beneficial results are secured by that plan."

"In some respects the traveling agent is the jobber's own worst enemy, and we would be very glad to unfasten the coils he has thrown around us."

"I do not think most houses sufficiently recognize the value of the drummer, and if more confidence was placed in them—that is, shown to them that it was placed in them, it would be much better for the interests of the house."

"We allow our traveler to make corrections in prices whenever he finds overcharges, as we deem it good policy to encourage confidence between customer and salesman."

We firmly believe if some plan could be reached by which the wholesale drug houses could do away with travelers entirely, employing perhaps one man to go over the territory once or twice a year to look after the general condition of the trade, and probably one man to represent the sundries department, great benefit would result to the drug trade generally, and an immense saving in the way of expense. Respectfully submitted,

THEO. F. MEYER, Chairman.

Mr. Charles F. Weller—The report of Committee on Commercial Travelers presents a very comprehensive review of this important feature in the drug business. The committee, however, have made no recommendations, and the Board of Control feel that the only thing they can do is to move the adoption of the report and refer it to you for your consideration and have it printed.

Motion seconded and carried.

The President—In connection with this subject of commercial travelers, I would say that we have a volunteer paper by Mr. Dan Wheeler, traveling salesman of the Richardson Drug Co., one of our members, and unless there is some objection it would seem to me that the Association might hear it at this time if it chooses to do so. What is your pleasure in regard to it?

Motion that the paper be read at this time. Sec-

onded and carried.

VOLUNTEER PAPER ON THE AMERICAN DRUG TRAVELER.

Mr. President and Gentlemen of the National Wholesale Druggists Association:—It is with a diffidence characteristic of that class of men that I have the honor to represent that I approach my subject, "The American Drug Traveler." I have a few words to say first to our wholesalers, our most enthusiastic friends and well-wishers, when trade is good and profits large, and our steadfast and long-enduring friends when trade is light, and when, forced by competing houses, we have been obliged to sell goods at close figures—and also a few remarks to the retailers, our friends in need and our friends indeed, who oftimes skirmish around their stock and give us orders sometimes for goods that they do not always need, so as to show their friendship, to help us through the dull times. Heaven bless their kind hearts! And last, but

not least, a few words to that great, noble and brainy class, of which I am a humble member, "The American Drug Travelers."

To you, wholesalers, we owe our temporal being; we ask you to kindly bear with us, and, while you may consider us a necessary incubus, still we are necessary, and we try to make that burden as light as possible. Treat us kindly, and do not, on receipt of some of our orders and you feel like pursuing us with axes and guns, do not upbraid us, but kindly restrain yourselves, and write us a nice letter and call our attention to the heavy expenses of the senior partner, who is traveling in Europe, and the outings of the heads of departments. Pat us on the back, and, while asking us to travel faster and work harder and make a little more territory, tell us we are the mainstay and pride of your house, and, while you cannot, consistently raise our salary, that you really think without us life would lose all its charms. Take into consideration, also, the hardships and temptations we are exposed to, while you are luxuriating in the bosoms of your family, and also the bosoms of your clubs, remember your humble and round-shouldered representative, as he climbs pensively on the belated freight or the limited cattle train, or ploughs through the muddy country roads and cheerfully charges you \$10 for a broken buggy spring. To not upbraid him because he is sometimes behind his competitors; he cannot always be ahead. Write him bright, chatty, breezy letters; consult him at all times on the best way of running your business, and also ask him his position on the different subjects of the day; his position on the silver question, and like subjects. Do this, and you will receive the heartfelt gratitude and "expense account" of all of us. To the retailer, our sincere thanks are inadequate to express our feeling. How often has your speaker and his fellow travelers carried a lamp or candle so that his customer could dig around among the barrels and boxes in the cellar, to gladden our hearts with a few more additions to his welcome order, and that the poor traveler can write his family: "I have had a good trade to-day, and did not 'do a thing' to Johnny Rush and Peter Slow, my competitors, who came in on the same train." To the retailers do we owe our very existence, and we most highly appreciate and fondly remember all the kindness shown us by the retail druggists of America. The position held by the drug traveler, as a connecting (not the missing) link between the jobbers and retailers, is a most delicate one and requires the best judgment and tact, so as to protect the best interests of the house he represents, and at the same time treat his customers in such a way as to retain their confidence and friendship.

I quote from a recent speech made by that esteemed gentleman, Mr. D. R. Noyes, to the commercial travelers of Minnesota: "A bright, wide-awake young man came to me one morning recently and, handing me his card, said: 'Mr. Noyes, I represent the house of Drugs, Drugs & Co.' I looked at the young man and wondered if he really did represent my old friend, with whom I had had dealings for years past. I wondered if he was the same upright, straightforward business character, such as the firm whom he said he represented. If he was not, he did not truly represent them." Every traveler has it in his power to popularize the house he is with, or lower it in the estimation of his customers. The highest aim of every traveler should be to elevate the standard of business integrity, and to represent to the trade that his house is in every way worthy of their confidence and support. In that grand constellation formed by the American traveler, the American drug traveler stands out as a blazing sun; he shines like a "diamond of the first water," surrounded by gems of rare brilliancy, but of somewhat lesser value. As the wholesaler rapidly acquires great wealth from his sales to the retailer, and the retailer gains riches by his profits from the consumer, the traveler occupies that proud position as the upbuilder, upholder and friend of both the jobber and the retailer. The drug traveler, as a rule, is of a buoyant and cheerful nature; like Bill Nye's mountain goat, he is a "merry cuss," always fond of a good story, and generally able to tell a clever one. I call to mind the instance of a traveler returning to his house, after a dull and discouraging business trip, and being greeted with an icy reception from the senior partner, and the extension of two very frosty fingers, and by the chilling remark, "Not much business this trip, young man." He gleefully returned: "Not much business; but I have learned fifteen new stories." While always keeping an eye upon business, quick and ready to supply the wants of your customer, and to suggest to him anything that he may stand in need of, and that you can offer him to an advantage to himself, cultivate a cheerful manner, and remember the little verse written ages ago:

Laugh and the druggists laugh with you,
Weep and you weep alone;
For the druggists of earth love plenty of mirth,
They have troubles enough of their own.

The ingenuity of the advertising traveler of drug interests was very aptly illustrated some years ago in the case of a young man of that class who dropped into a village church one beautiful Sabbath morning and heard the minister deplore the condition of the old, wornout hymn books used by the congregation. After the services were over he approached the clergyman and made him the proposition to furnish his church with one hundred beautiful hymn books, bound with Russia leather and handsomely gotten up, if he was allowed the privilege of interlining some of his advertisements throughout the book. His offer was gladly accepted. The arrival of the books was greeted with joy by the congregation, and, on the first Sabbath morning after their coming the dominie rose in his pulpit and, gazing through his spectacles, gave out the first hymn:

Hark, the heavenly angels sing. Brent Good's pills are just the thing; Peace on earth and mercy mild. Two for an adult and one for a child.

Somewhat bewildered, the pastor turned a page or two and commenced again:

Softly o'er my senses stealing.
Take something for that "tired feeling."
With purest thoughts, my soul imbue—
"It has cured others and it will cure you."
Always do right, that I would.
Write for a sample to Charles I. Hood.

Gasping for breath he turned one more page and made another struggle:

My days are short and filled with woe; Fluid extracts of P. D. Co.

He gave it up with a sigh, and asked the congregation to return to their own books.

Some of the greatest men of the world's history have sprung from the ranks of the commercial traveler. It is even said that George Washington, the Father of His Country, at one time in his life, sold goods and collected accounts for some jobbing house of those early days, although the American historian, Col. E. C. Homan, is inclined to believe that Mr. Washington was a distiller, and was the founder of those two famous headache promoters, Mt. Vernon Rye and Cherry Tree Bitters. Chauncey M. Depew

was at one time a salesman on the road, and also that great soldier and statesman, Peter R. Lance, famous the world over as the introductory agent of Warner's Safe Cure and Log Cabin remedies. Among other notable men, I recall the name of that celebrated German scientist, Heinrich Mallinckrodt Martin. Prominent among the names blazoned in gold upon the "Roll of Honor" of men, who, some time during their life, received the liberal education (which founded their colossal fortunes) in that great training school, "The American Commercial Travelers," appear the names of Thomas Jefferson, Brent Carter Good, Julius Cæsar, Frederick Cascara Sagrada Odena, Daniel Webster, Francis Sozodont Henry, Lord Byron, George Benson Seabury, William Gladstone, Alexander Antiseptic Lewis, Sir Walter Scott, Johannas Thomas Moore Flavin, Colorado's favorite poet, Edward Longfellow Scholtz, made famous by his "Reveries of a Soda Fountain," and thousands of other illustrious names of the literary, political and financial world, and we take still more pride in being members of an Association that can give to the world such great and noble

Let this be your aim, old traveler, be always upright, straightforward and honest in your representations, both to the house that you have the honor to travel for, and the trade which you solicit and are your friends, and success will perch upon your banners, and you will add to that "crown of laurels" already heavy upon the brow of the American Drug Traveler.

CHARLES F. WELLER—We have one other report, Mr. President—the report of the Committee on Local Associations.

"It is recommended by the Board of Control that, in order to strengthen the proposed new retail plan, and make more effective the work of this Association, that local associations be immediately formed in all sections where they do not already exist."

We offer this as a resolution and move the adoption of the report. Motion seconded.

FRED L. CARTER—I think that the recommendations reported by the committee go a little beyond that of the Board of Control, and states that the in-

coming committee be instructed to this effect. I forget exactly how it reads. It was intended as part of their work to start new local associations. As it is now, the Report of the Board of Control, or rather the recommendation, is very good in its way, but it does not go to anybody to attend to, and what is anybody's business is nobody's business.

Charles F. Weller—The Board of Control took it for granted, of course, that the incoming committee would take up this work. We simply recommend that in the locations where local associations have not been found, that they be immediately formed, and this work naturally goes to the incoming committee, without any further recommendation. I should take it in that way, at least.

THE PRESIDENT—If Mr. Carter wishes to amend the resolution, he can do it in any way he wishes.

Motion put and carried.

CHARLES F. WELLER—The Board of Control recommend the adoption of the report as a whole. Motion seconded and carried.

The Committee on Time and Place of Meeting report as follows:

REPORT OF COMMITTEE ON TIME AND PLACE OF MEETING.

Resolved, That it is the sense of this committee that the next annual meeting of the National Wholesale Druggists Association be held at Niagara Falls in the month of October, the date to be named by the Entertainment Committee not earlier than the 5th. Your committee beg to express with grateful recognition the most cordial and hearty invitation extended to this Association from the cities of Nashville, Atlanta and Milwaukee. Your committee believe that the best interests of this Association will be subserved by meeting at a point that will bring together the strongest representation.

Chairman of Committee.

THE PRESIDENT—This report cannot be acted upon at this time, as the by-laws require that two hours' notice shall be given before the report on time and place of meeting shall be adopted. As we shall not be in session two hours hence, it will be necessary at the session to-morrow morning to give notice when this will be acted upon. We have a special order of business to-morrow morning when we take up first the Report on Proprietary Medicines.

JOHN M. CAREY—I move that this may be made the next order of business after the report you refer to.

THE PRESIDENT—The Secretary will give notice that the decision of the time and place for next meeting, or taking vote on that, will be immediately taken up after the discussion of the proprietary report to-morrow.

D. R. Noves—The special committee on the President's address is ready to report, and I think it ought to do so to-day, as an amendment to the constitution is proposed. This requires twenty-four hours' notice, and cannot be acted upon until to-morrow afternoon, and it would not do to delay it much longer.

The report was then read by Mr. Noyes, which is

as follows:

REPORT OF COMMITTEE ON PRESIDENT'S ADDRESS.

Your committee to whom was referred the President's address to report on its recommendations, would respectfully report that they heartily concur in the recommendation of a committee on box and cartage, with the special and imperative duty to make an earnest effort to sustain the open charge for same where now made, and for its restoration where at present discontinued. We recommend, however, that this committee be a standing com-

mittee, as provided for in our constitution, and that friends of the open charge East and West be represented upon it.

As to the recommendation that "free delivery in cities and their suburbs" be restricted, your committee would respectfully advise that its regulation be left for local action.

The matter of a committee on relations with local associations seems already covered, and as within the province of our present standing committee on local relations, whose report is now with our Board of Control.

The special resolutions on decease of our Treasurer, Samuel M. Strong, have already been presented.

Regarding the amendment to our constitution, empowering the President to fill vacancies that may occur in elective offices in the intervals between meetings of the Association, your committee recommend the adoption of such amendment, with the proviso that such appointments by the President be approved by the Board of Control.

The recommendation regarding our published annual reports, deserves the attention of the Association. Your committee believe that improvements in arrangement, style, and more substantial binding can be secured with little or no increased expense, that competition in contracts for publication and issue may be desirable, and they commend the suggestion of a general division of list of firms by States, with an added alphabetical list of names.

Either the President or Board of Control should direct and aid the Secretary in the preparation and issue of this report. Your committee are of the opinion that the duties of Secretary of the Association and the Secretary of the Proprietary Committee might be successfully and profitably merged in one, but do not at present recommend such change.

Dan'l R. Noves. F. A. Faxon. F. L. Carter.

Proposed new Article IX.—In case of vancancies occurring in elective offices in the interval between annual meetings, the President of the Association is empowered to make appointments to fill such vacancies, subject to the approval of the Board of Control.

Present Article IX. shall hereafter be Article X. Present Article X. shall hereafter be Article XI.

Present Article XI. shall hereafter be Article XII. Present Article XII. shall hereafter be Article XIII. Present Article XIII. shall hereafter be Article XIV. Present Article XIV. shall hereafter be Article XV. Present Article XV. shall hereafter be Article XVI.

J. C. ELIEL—Do I understand that Mr. Noyes' recommendation is virtually that the Standing Committee on Box and Cartage as authorized by the constitution be this committee? Is that the idea?

D. R. Noves—In answer to Mr. Eliel's question, let me read this again. (First recommendation re-read.)

J. C. ELIEL-I do not understand that point.

W. A. Robinson—In order that we may act more intelligently upon this paper, I would suggest that the chairman of the committee be requested to read the several sections and let us act on each one separately.

Motion put and carried.

D. R. Noves—Do I understand that action has been taken on this first section?

THE PRESIDENT—Action will now be taken on this first section after it has been read again by the chairman.

Chairman Noyes thereupon read the first recommendation of said report.

Motion to adopt the same.

J. C. ELIEL—I fear that if the matter is left in this shape it may result in the loss to the West and South of the open charge. It seems to me that it will be necessary for us at this time or at some special time during our deliberations at this session, to take some more decisive action than this. The situation, as I understand it, is this: That there is no charge for box and cartage through the East and in New Eng-

land; that some of our friends on what is known as the picket line have held this charge for years, f. o. b. only on one side of the line, and charging for box and cartage on the other; in order that this unmercantile method might not spread over the entire country. They have done this under the pledge, implied, if not in fact, that the Western members of this Association would use their best efforts to again bring the East into line on this important question. If I am not correct, I hope some member will correct me. The further fact should be mentioned now that the Western jobber has of late shown but little interest in this question, and has become so firmly convinced that his friends in the East would continue to hold this line that he has felt secure, and it seems too secure, in this position. I am authorized, I think, in making this statement; that unless this open charge is resumed universally by Eastern jobbers by the first day of December, at the latest, that line so long and so gallantly held for our good, will be broken. Under this resolution the President could, of course, appoint a Committee on Box and Cartage; but it seems difficult sometimes to find the proper chairman for committees, and the proper material to make them up. A considerable time would necessarily be lost, and the last day might be reached before any effective action could be taken. I desire very much, therefore, Mr. Chairman, that this be made a special order of business, if possible, and that a special committee be appointed by this body during its present session, or during this session, to take up this matter. My point, which perhaps Mr. Noyes did not fully understand a day or two ago when this came up, was that I thought it necessary at that time, in order to save

this charge in the West, to take special action. Now, the chairman of the Special Committee on the President's Address, recommends that it take its usual routine course, and I respectfully submit that I fearthat is a mistake.

D. B. Noves-In reply to Mr. Eliel, I will say that the matter was thoroughly discussed by the committee, Mr. Faxon, Mr. Carter and myself, and we had this to meet at once, that it will be the duty of the new President, soon to be elected, to appoint a Committee on Box and Cartage, and appoint it at once, before we separate. We looked the matter over very carefully, and now, while we appreciate the advantages of a special committee, we are entirely conscious that it would be no more difficult to appoint a standing committee than to appoint a special committee. You will meet the same difficulties in making the appointment of a special committee that you would meet in making the appointment of a standing committee, and it is required that we have a standing committee, and we are not so confident of success that we could confidently hope to have this whole matter settled by the action of a special committee; some progress might be made; but we do recommend as covering that point that this committee be appointed as promptly as possible; our newly elected President may appoint it as the first committee, if he sees fit. Whoever he appoints on this committee is charged by this resolution with the special and imperative duty to make an earnest effort to sustain the open charge. Now, I see nothing to be gained by a special committee where there is a standing committee, and I see very much to be lost by dropping the standing committee or submitting to a

special committee a duty which devolves upon the standing committee. Your committee were unanimous in the opinion that we would gain nothing in this case by a special committee, but would gain everything by having a standing committee appointed as soon as possible and charged under this resolution with the special and imperative duty of action.

J. C. ELIEL—If I may say another word, I agree entirely with Mr. Noyes in this matter, but in order that this body may take intelligent action upon this matter I desire at this time to ask Mr. George A. Kelly to give us a statement of the position as he sees it. I want this body to have a knowledge of the situation that confronts us.

George A. Kelly—Before I have anything to say upon this subject I would prefer that Mr. Myers should explain the situation so far as Cleveland is concerned. I will then state the position of Pittsburg.

Daniel Myers—Mr. Chairman and Gentlemen: In my mind this f. o. b. affliction is a very serious matter. I worked on this subject years ago until I got utterly discouraged. I was chairman of a Committee on Box and Cartage some years ago, and personally made a canvass of New England, New York and Baltimore, and almost succeeded, but made a grand failure, because of the position of one house in New York City; but I understand that they are now with us, in sympathy with the movement to restore the charge. You will all remember when perhaps and how the f. o. b. business originated in the East, and how it was adopted at once by adjoining cities, and how the wave rolled on westward until it

reached the city of Cleveland. We carefully canvassed the matter and consulted with our Western neighbors, and finally decided to put up a kind of imaginary Chinese wall between the East and the West; but whilst our Western neighbors were perfeetly willing that we should occupy that position we received no aid or comfort or help in any way from them. We maintained that wall for years, and at a loss of trade. East of a certain line we sell goods f. o. b.; west of a certain imaginary line we charged for box and cartage. That is a very anomalous position for a creditable house to occupy, yet we have maintained it, but nevertheless hoping that the time would come when influence could be brought to bear upon the East that would restore the charge from the Atlantic to the Pacific. We were growing weary of waiting, and in order to strengthen our position in Cleveland we finally prevailed upon brother Kelly to help hold up that Chinese wall and restore the charge for box and cartage in certain sections. How far east he is doing that he will tell you. Now, I understand Mr. Kelly is very weary of his position, and rightly so, and at the earnest solicitation of his neighbors he has consented to hold the position that he has occupied until this present meeting. No one will find fault with Mr. Kelly of Pittsburg if he throws down the Chinese wall and adopts the f. o. b. principle of the East. If Pittsburg takes that position, gentlemen, there is nothing left for Cleveland but to do the same.

We decline to longer occupy the position of holding up an imaginary Chinese wall between ourselves and our Western friends. Now the time has come for the West to rise up and take action. All the power

and influence that the Western people have with the East to again restore an honest charge, covering the actual cost of box and cartage, must be set on foot.

D. R. Noves—Mr. Myers, I want to say that the committee looked into that matter carefully, and they were of the opinion that while pressure could be brought to bear from the West upon the Eastern people, yet they ought to be supported and substantially aided and strengthened by friends of the open charge in the East, and that it would be a weak position for it to come entirely from the West, and it would be much better that that committee should be strengthened by known advocates of the open charge in the East.

DANIEL MYERS—Without doubt that is a good idea. I noticed that in the report, and I indorse it heartily, and I think that is a good resolution.

CHARLES F. WELLER-I believe I understand this box and cartage question and the situation as it now exists, and I am disposed to favor the report that was presented by the committee on the President's address. I believe that as much can be accomplished by a regular standing committee of this organization, appointed by its President as by a special committee. This committee can be appointed by our new President as early as to-morrow afternoon, if he wishes to do so. That committee can go to work at once. It has the indorsement of this organization, and I believe that much can be done, and done within the next thirty days, to restore the charge for box and cartage in the East. This committee, of course, should go to work at once earnestly and energetically, and there is no reason, that I can

see, why this regular committee cannot do the work just as well as a special committee. I, therefore, favor the adoption of the report.

GEORGE A. KELLY-I suppose it is proper for me to state again the position of Pittsburgh, as my name has been used representing our firm. I wish to say that we have a drug exchange in Pittsburgh composed of the drug jobbers of our city, and whatever action was taken with reference to this matter is certainly due to all alike. When the committee came to see us with reference to taking the burden upon ourselves of forming this wall, as it has been called, recognizing the propriety of the charge for box and cartage, and having an earnest desire to aid in any method of reform, the Pittsburgh jobbers assented to take this position, with the understanding that the Box and Cartage Committee make diligent effort to have it adopted by the East. The Box and Cartage Committee did proceed eastward, but were unsuccessful in their efforts to accomplish the object that they had in view. However, Pittsburgh concluded to go on with this charge. You understand the position as has been explained. We proposed to maintain the Ohio line, charge for box and cartage over that line, not charge for box and cartage in Pennsylvania. This aroused at once a feeling of resentment on the part of the customers living near the line, and, in fact, those who had been enjoying in Ohio, the omission of this charge of box and cartage. Failing to get Philadelphia and Baltimore into line, you can easily see that without any desire to take any trade from Pittsburgh or Cleveland they were at liberty to come in and offer free box and cartage, while we were under contract and agreement with our Cleveland

friends to maintain this charge. That has grown to be a somewhat serious burden, causing continual friction. Seeing no hope, apparently, for any extension of this charge eastward, the Pittsburgh Drug Exchange concluded that they would at once abandon the charge and notify our Cleveland brethren of their decision. A committee called upon us and stated how dangerous it would be for us to let go of this line, thus starting a motion that would keep on in waves until it reached the Pacific Ocean. Taking the matter into full consideration, and earnestly desiring that this charge should be extended and made universal if possible, throughout our country, we concluded that we would give some time for action on the part of the West, and therefore a resolution was passed by the Pittsburgh Drug Exchange extending the time until December 1, with the understanding that the National Wholesale Druggists Association, or those interested in the West, would take a little more interest in this question, and see what could be done with our Eastern brethren. We felt, in looking over the situation as it appeared to us, that so long as the Western men felt secure in Pittsburgh maintaining the wall which had been so long maintained by Cleveland, that they were more or less indifferent to the position which we occupied, and we felt that if this charge for box and cartage was of importance to the West it was high time that they should wakeup to some action. The influence of the Western jobbers, not only by the fraternal ties of the Association, but by a large business interest with the East, is too well known for me to comment upon. and therefore I wish to say that the Pittsburgh Drug Exchange, or the jobbers of that city, are perfectly

willing to give opportunity until December 1 to see what can be done by a Committee on Box and Cartage. We believe that that should be formed, not altogether but mainly, from the men who are the most largely interested, because it has been stated here, or at least intimated, if Pittsburgh lets go of this charge, Cleveland must or will let go of the charge; Indianapolis will follow, and then the West will have to contend with a pretty large question. Now, I believe that an earnest effort on the part of this Association, representing all sections in this committee, placing the matter clearly before the Eastern men, will enable you to secure co-operation in this matter; but we must say-for I do not speak for our firm particularly, because it is the decision of all the jobbers of Pittsburgh-that if something is not done by that time, or at least we can hope that there will be very soon afterward, we will have to abandon this charge. Now, we are earnestly in favor, Mr. President, of this charge, and I do not think it can be said that we are unreasonable, for we have stood the brunt of this. We recognize the generosity of Cleveland in shifting this burden upon Pittsburgh.

DANIEL MYERS-We did shift it.

GEORGE A. KELLY—You did cheerfully, and in a moment of generous weakness we accepted the situation. But we are getting very tired of it; at the same time, Pittsburgh will be willing to do all in its power to have this extended. Our business does not extend so far East as to make much difference to us. If Pennsylvania, Baltimore and Philadelphia could be brought in we would be willing to stand it some time longer; but we want it understood that if you wish Pittsburgh's co-operation in this matter, the

West will have to be more active than it has been so far. This is said in all kindness, as I have been asked to state the situation, and I have done it as fairly as possible.

JOHN M. CAREY-I am heartily in favor of Mr. Eliel's remarks. I do sincerely trust that a special committee will be appointed to investigate this matter and do the work, if possible, and do it quickly. Our President, Mr. Main, in his report tells us that he was unable to get any one to accept the position of chairman of the Box and Cartage Committee. Our new President will have the same difficulty. In that case, it will be but a few weeks until free case and cartage spreads throughout the West, as I tell you right here, not in a threatening manner, that Indianapolis will not be as magnanimous as has been Toledo, Cleveland and Columbus to hold the line for our benefit; we shall certainly give free case and cartage if Columbus and Cleveland do. We will not draw a line; we are not in a position to do it, being in the center of the State. We must give case and cartage to none or all. I want our Western friends to understand this matter thoroughly. I really think they do not appreciate the situation. They have thought that we will have no difficulty in lulling our friends in Pittsburgh to sleep and keeping them there on the gridiron, but I blame them for taking the position they have, and I want our Western friends to appreciate the position, because it is sure to come unless some special work and special effort is done by a committee, and it should be done. If we are going to have free case and cartage let us know it, and have it done with, and fight it out on that line.

FRANK A. FAXON-I wish briefly to cite a little history for the encouragement of the number interested in this question. I have stated it on the floor at other meetings of this Association. It may be more than a twice-told tale, but it will bear repetition, because it is a story of victory and success. About ten years ago the wholesale druggists of the Missouri River, from Sioux City down to Kansas City, were surprised one day to find that St. Louis had come out for free boxing and cartage, and had flooded this section of country with slips stating the fact. Chicago soon followed. Well, it seemed as if it were going to be difficult for us to maintain our position. The matter at once assumed the appearance of a very large, black cloud. It seemed to more seriously threaten our profits than the army of grasshoppers that invaded us from the other direction a few years before. A meeting was called of the Missouri Valley Druggists' Association, to be held in St. Joseph. Every member was present, and at a meeting which lasted just while we were eating dinner we resolved to go back to our houses and pursue the even tenor of our way, and pay no attention whatever, to what St. Louis and Chicago had done. We expected a great deal of criticism, and a great many complaints from our customers, but in that we were very happily disappointed. I don't believe that the ten houses on the Missouri River received twentyfive complaints. Our house received just one, and to offset that we received a letter from a dealer in Trinidad commending our course. Now, the result was that St. Louis and Chicago saw that the Missouri River people were able to do this thing, that they were able to make a profit on what they were giving

away, and so they gathered courage, and pretty soon restored the charge of box and cartage. not only stopped the wave, but we rolled it back into the Mississippi, where it came from, and we have not had a bit of trouble since. Now, this committee, as far as it is concerned, Mr. Noves has stated the case very clearly. We did take this matter under earnest consideration, and we recognized the importance of this question. Of all questions this Association has ever considered, this one is second in importance. It comes next to the rebate question, which we believe is the chief stone of the corner. It seems to me that it makes no difference whether the President to-day appoints a committee called a "special" committee to take up this matter, or whether the President day after to-morrow appoints a committee called a "standing" committee, with special instructions to take this matter up and act promptly and with presistent effort. I cannot see the difference, and therefore it seems to me that the recommendation of the Board of Control is proper and entirely wise.

J. C. ELIEL—May I just say one word more. I have accomplished all that I expected to when I arose. I wanted this Association and every member here present to have a comprehensive view of the situation, and to know what was threatening them. I was afraid that if this report was simply adopted, that it would be passed over without that attention which its importance demanded; and, therefore, I made my remarks, brought out this discussion, and have now accomplished my only object, that of placing before every member here the danger of the situation, that he may be awakened to it, and that he may be ready to act when called upon. I accept the

report, as far as I am concerned, of the special committee very cheerfully.

PETER VAN SCHAACK-Probably for the first time in the history of America has Chicago been known to follow St. Louis, as suggested by my friend Mr. Faxon; and, Mr. President, while I appreciate the effort which our friends in the East have made in the construction of their great Chinese wall, we appreciate, too, sir, the notice which they have given us as to their future action. We congratulate them, sir, that their profits are of such a large character that they feel that they can afford to f. o. b. their goods. But I have that faith in the organization of this body that I believe by taking hold energetically we can accomplish what we most desire, and that is. before the limit of time shall have passed that our kind friends in Pittsburgh, Cleveland and Indianapolis have allotted us, that we can accomplish the desired object. I would ask Mr. President, if there is in possession of the Secretary of this Association a series of resolutions which were adopted by the Chicago Drug Exchange about two weeks ago? If so, I would ask that they be read.

THE SECRETARY—I have never seen them, Mr. Van Schaack.

Peter Van Schack (continuing)—I will say, Mr. President, in explanation that at a meeting in our city, composed of a representative from every jobbing drug house in the city, a series of resolutions on this very interesting and important subject were unanimously adopted, and by instructions were forwarded to Cary Peter, Esq., president of the Western Wholesale Druggists' Association, with the request that he forward them to the Secretary of the

National Wholesale Druggists Association. I am quite surprised that they have not been received, and allow me to ask the President if he may not have received them?

PRESIDENT MAIN—I received no communication from Mr. Peter.

J. C. ELIEL—Won't you give us the substance of them?

PETER VAN SCHAACK—I presided at that meeting, Mr. Eliel, and appointed what I thought was a very strong committee. The chairman was Mr. Peter, of the F. and F. Co. I can only say that the tenor of them was that our local associations would do everything in their power to strengthen the hands of our friends in the East. If I find I have time, I will telegraph for the resolutions to-day. I would not like to attempt to give a verbatim report of the resolutions, but the tenor of them is entirely in accord with the distressed feelings of the gentleman who preceded me.

THE PRESIDENT—I might offer a word of explanation. The idea I had in recommending the special committee was, that I found last year the chairmen of a number of standing committees did not seem to have a clear idea as to the duties that devolved upon them, but I fully appreciate the remarks of Mr. Noyes, and think that our regular standing committee can do this work, if specially instructed by the Association, as provided for in the resolution offered by Mr. Noyes.

Motion to adopt the first recommendation of the President's address put and carried.

Mr. Noyes, chairman of said committee, then read the second recommendation.

Motion for the adoption of the second recommendation made and carried.

Mr. Noves—The other recommendations following, as to free delivery in cities and their suburbs, and the matter of a committee on relations with local associations, and also the special resolution on the decease of the treasurer, Mr. Strong, have already been acted upon.

D. R. Noves—If the third recommendation be approved, it does not carry the adoption of the amendment, which will have to be acted upon tomorrow.

W. A. Robinson—I move that we adopt the recommendation just read, and that this be made a special order for to-morrow afternoon; it requires twenty-four hours' notice and consideration.

THE PRESIDENT—I think you had better present the resolution. It will have to be presented at this session.

D. R. Noyes—I was going to present it at the close.

Motion to adopt the third recommendation put and carried.

Fourth recommendation of committee read, and in connection therewith Mr. Noyes stated:

"In the early reports, it was the duty of the President and of the Board of Control, or special committee, to examine the matter which would go into the report, and to direct and assist the Secretary in its preparation. It is a very important matter that our minutes should be in the best shape possible."

Motion to adopt the fourth recommendation was then made and carried.

D. R. Noves—Now the question comes up as to who shall have the general direction and aid the Secretary by advice and assistance in the securing of what we aim to do.

GEORGE A. KELLY—I would like to make a motion, in order to understand the feeling of the convention, that this be left to the President and chairman of the Board of Control.

Motion seconded.

THE CHAIRMAN—I think the Chair would have to say that we have already adopted a report to-day saying it must be one or the other. Now the motion is made that it should be both.

D. R. Noves—I would simply say, Mr. Chairman, while that is technically correct, it would meet the idea of your committee, if Mr. Kelly's motion were adopted.

The President—I would say that the President has to acquaint himself thoroughly with the minutes of the last preceding meeting, and he is in active communication with the chairman of the Board of Control, and, with the Secretary, can very easily constitute a Publishing Committee, by which our proceedings can be properly published.

Motion to adopt carried.

Fifth recommendation thereupon read by Mr. Noyes, and on motion the same was adopted.

Motion made to adopt the report as a whole, and carried.

THE PRESIDENT—As we set the time for the election of officers at a quarter to six, we cannot adjourn before that time, if there is any business that any member wishes to bring up, now is the time to do it.

WM. A. ROBINSON—If there is no other business to

be presented, there is a matter that I would like to present for two reasons; first, I believe it to be in the interests of the individual members of our Association, and, next, I believe it is to the interest of the drug trade, if we can get our insurance on a little better footing than that upon which it has rested, at least in our section. We have begun lately to find difficulty in securing a reliable insurance (I do not know what the experience of the rest of you has been) in sufficient sum to satisfy, and after looking around we made some changes that our underwriters had suggested making, that is, the placing of a standpipe on the front of our building—a four-inch pipe-and a fireman's ladder and the closing of the elevator openings, and the tinning and ironing of some of the connecting doors; our house is a double house 521/2 feet broad by 184 feet deep. The houses are built separately, with various openings through the house. We took up the matter about sprinklers, and I think our experience may be of value to some of you. In the first place, some of the agencies did not give us very much encouragement. But after a careful investigation, corresponding with different parts of the country, we were satisfied that the thing for us to do was to put in the sprinklers and figure afterward for the best arrangements we could as to our insurance. The cost of putting in these sprinklers in this double house, four stories, in addition to the basement, making five stories in each house, was about \$2,700. To begin with, it cost less than we thought it would. That sort of work can now be had at a very low rate. This included a boiler-iron tank placed in the upper story, which had a capacity of 3,000 gallons. Our sprinkling system is what is

termed the "dry" system; that is, the pipes are filled with compressed air, and the water does not flow into the pipes until some one of the heads "go off," as they term it, until an opening is made in the sprinkler head. These openings can only be made when heat is applied. We had the sprinklers in about a week before I left, and we have the idea that it is going to work admirably, It certainly has worked admirably in the way of reducing our insurance. When we had the sprinklers put in we provided that it should be done in such manner as would be acceptable to our local board of underwriters, and they came and examined it and made some few suggestions. We have heads which will throw the water about every eight feet; that is, we have an opening which may be opened by the application of heat every eight feet in the pipe, and we have three rows of pipe running through each building, and eight feet each way through the entire building there is an opening through which water may flow in case of fire. We had at once application from the Lloyd companies as soon as they heard we were going to have this thing done. They heard of it before the work was done. I suppose they keep an eye on the business of the sprinkler companies. We have suffered a loss once, and always feel a great deal of satisfaction with our local underwriters in the way they settled the losses. We will pay the cost of the sprinklers in very short order in the reduction of rates, and I cordially recommend at least the consideration of this matter, and think it worthy of the attention of all 'our members:

We have had now one large company, I think an English company, that limited us to \$10,000. They

would not take more than \$10,000 on any drug business in Louisville. We had notice that they would give us thirty. Indeed the manager of the department said that he thought that he would be willing to give us fifty in that one company. No trouble in getting insurance and saving about 60 per cent. I

think it a good investment.

I say this not only in the interests of my brethren in the Association, but I believe by pulling together in this matter we can get the insurance on drug risks on a great deal better plane throughout the whole country; and that after a while, with all these appliances for putting out fire, I believe that our risk ought not to be much more than some of the dry goods risks. I mention one point that I think it would be well to consider: We took out a small policy to cover against any possible damage through leakage of the pipes. You can do that. You can get insurance against damage by water.

GEORGE A. KELLY—Tell us what that costs?

Mr. Robinson—I think we paid 1 per cent. Took out \$5,000 on that. I would say that there is an automatic alarm with these pipes, and if the water begins to flow this alarm is sounded.

DANIEL MYERS-What is the name of the system?

J. C. ELIEL—There is only one system.

WM. A. Robinson—Companies applied to us. The one satisfactory to the underwriters which we have is called the "General Fire Extinguisher Company, Providence, Rhode Island." That is the firm with which we contracted. This policy against loss by water we have will likely cover any damage in that direction. There is an automatic alarm on the outside of the building, and the moment the water be-

gins to flow this alarm is sounded so you can hear it a square away, and not only indicates that water is escaping, but notifies the fire department of the fact that there is possibly a fire; and then we have the regular automatic alarm.

DANIEL MYERS-Just to confirm what Mr. Robinson has been saying, I rise to give the experience of my firm on this insurance question. We put our house in order, a building of fifty feet front by 250 feet deep; five floors; we put in the automatic sprinkling system, and put our house in perfect order for inspection by the board companies; invited them in; if there was anything else to add we added it, in the way of shutters, etc. Then the tussle began for a rate. We made up our minds that we would pay 1 per cent. and no more; they undertook to form a combine on us, by the board, and refused our offer. That condition hung fire for a few days until they began to suspect each other. Finally they came tumbling in the front door and said they were willing to accept our offer. To make a long story short, they took us at 1 per cent. and companies who were not in a habit of taking drug risks at all came in and also took policies at 1 per cent., and that is the highest rate that we have paid since. I just want to add that if you want low rates, put your house in order, and any one of this Association who wants to know the particulars and will write my firm we will be very glad to write you fully and tell you everything we know.

J. C. ELIEL—As this seems to be an experience meeting, I want to say a word to give you the experience of our firm. I don't want to dwell upon the size of our house for fear of giving offense to my friend, Mr. Noyes.

Mr. Noves—No; tell; I would be pleased to hear you state it.

I. C. Fliel-I would say that we are in a very ramshackle building, and that our insurance was very high, and the board companies were very independent. We made a very careful investigation of the whole question, and convinced ourselves that board companies and their methods were radically wrong in the fact that they pay no attention to what is known to insurance men as the moral hazzard; they will take any risk they can get for the rake off on the premium; their inspection does not inspect, and in many of their methods they are unbusinesslike and the expense out of proportion. They are receiving in our city, and for years have received very much more for premiums than they should, and are not paying it back in the shape of losses. As a result of this investigation we were one of the first drug houses in the West to adopt the sprinkler system. We investigated the Lloyd insurance very carefully and made up our minds we could cover our limited risk with Lloyd insurance at one-half the board rates. We put in the sprinkler system, and we have a single policy as high as \$60,000. The inspection is most rigid, and we adopt every sensible precaution and every device that their inspectors recommend. Our rate is entirely satisfactory, and we have every assurance if we met the misfortune of a fire the loss will be promptly paid; and in addition to getting a policy of insurance at low rates, we have much advantage in other ways. We are led to believe that our house is one of the best risks that can be made, and that is a great comfort to us, and we have in addition to this sprinkler system a night watchman who never gets drunk and never sleeps, and if we are awakened at night by a fire alarm we have a feeling that so far as we are concerned we are practically safe; and we have one device in connection with our sprinkler risk which you can all get and without additional expense, that is worthy of mention, and that is worth the consideration of you all, and that is this, that should a head go off and the air pressure escape, a fire alarm is immediately given at the nearest engine house, which is but a few blocks from our house, and before any fire could possibly spread or become dangerous the engines are on the ground. We have a direct alarm, and should a head go off a gong would ring in the nearest engine house, and they would be right on hand.

PETER VAN SCHAACK-I am very much delighted to hear the experience of the various gentlemen who have spoken, and I think that the effect is going to be very good. We are all familiar with the rulings of the insurance companies and know they are exceedingly arbitrary and technical, and I think that the more drug houses in the country that introduce the automatic sprinkler system will eventually result in our securing still lower rates, so that our insurance friends cannot bring statistics showing the losses by the drug houses are greater than in any other branch of the business. My firm had the foresight to place the first sprinkler system in a jobbing drug store in the United States. I confess myself that it was really with some misgivings, fearful that there might be a calamity by water by the sprinkler going off, but my partners, my sons, very much younger men than I, didn't feel the same way and the result was we had the system in, and I would say for the

benefit of the members of our Association who have not placed that system in their warehouses, that they will do well to give it early consideration, we feeling the saving in insurance doubly, as owning our buildings we thus save our insurance as well as our stock.

THE PRESIDENT—I notice that the chairman of the Committee on Fire Insurance recommended the "wet" system, and, if I mistake not, the gentleman who has just spoken told us about the advantages of the dry system. Perhaps he can give us a reason for his recommendation.

Mr. Snow—I have learned since I finished my report that there are other systems probably as good as the Grinell.

I have found that there have been improvements made in the dry system by the different companies, and that now the dry system is considered by many equal to the wet system.

I think the opinion of the experts now in that line is that the dry system, as it has been proved lately, is now almost as good as the wet system. There have been changes in the sprinkler equipment in the past few months. Experience has taught us that it was necessary with the dry system to have many more risers than were put in originally. By "risers" is meant the large pipes that go in the parts of the building to feed the line of sprinklers; and under the dry system they fail to put in enough of those risers. A fire might occur in a remote corner of the building, and perhaps in some Northern city in the coldest weather in winter. Under the dry system, the pipes are all filled with air, no water in any of them. This fire occurring in some corner, as I say, would open

the sprinkler heads, open the valve, and the water would rush in all the pipes in the building, but this fire would be on one side or one corner of the building; no fire in the building perhaps, or very little, and the water in the other pipes would freeze, and they will become useless. But under the wet system it becomes important that the building should be kept warm all the time to prevent this freezing. This is one argument not against the dry system. Then another trouble would be, there would not be risers enough, and they could not get water enough from their supplies to furnish water to put out the fire. A three or four inch riser for every hundred feet would not be sufficient to supply the pipe line and to furnish all the heads that would be opened by considerable or extensive fire, with water sufficient to perform the desired object.

D. R. Noves-Upon this subject allow me to add something to that. We have had for some years both the wet and dry systems, and in our cold climate we have the dry system in parts of the stores. We have three stores of fifty feet each, and in those that are not heated we have the dry system, and in those which are heated we have the wet system, and we are confident that the wet system is the better of the two, where it may be used. We had one of our heads go off in one of our basements, fortunately without damage, on account of the frost; a very slight frost is sufficient to set it off, just as freely as if it had been heat. There is another point which may be quite interesting to some of you, and should be of some importance. We are in receipt within the past few weeks of a notice from a firm of Chicago lawyers, telling us that they claim all rights, and

warn us that they would hold us to accountability for those of the system in our stores. We submitted the same to the Providence company, and we have their response.

It is a very responsible and respectable company. They write us to pay no attention, and they would protect us fully. I am inclined to think that the Providence company is reliable and safe, and in your adoption of the wet or dry system, far beyond those matters mentioned is the question of danger from freezing in those parts of the store that are not heated.

Mr. Snow-I would like to say that I do not think that the Grinell system is the only good system. I think that is a mistake for that organization, or any one to get the idea that there is only one system. You will find there are others. We have a company in our city. I am not positively in favor of that company at all; I have no interest in it whatever; it is called the Manufacturers'. They all think that some are superior to others. The Grinell is a good one, and there are some other good ones. But it is well enough, before you adopt any system, the Grinell or the Manufacturers', to look into the matter and get the advantages of each. There is nothing like competition in a matter of this kind. You will find that there is a difference in their prices. I throw this out as a suggestion.

CHARLES F. WELLER—I move that we proceed with the regular order of business.

THE PRESIDENT—The next order of business is the election of officers for the ensuing year. I appoint Mr. More and Mr. Carey, tellers.

WILLIAM A. ROBINSON—One thing I want to say in advance of the reading of the names. We want to say that we had so much good material, and not enough offices to go around. We hope that the new President will take up some of that material and make use of it.

Motion that the rule be suspended and that the Secretary be authorized to cast the ballot.

THE CHAIRMAN—We cannot suspend a rule. If there is unanimous consent to that motion—

Daniel Myers—There will be unanimous consent. Motion seconded and carried.

The Secretary deposited the ballot, and the tellers reported the election of the officers named.

THE PRESIDENT—I congratulate you upon the election. The installation of officers will occur in the usual course.

Motion to adjourn put and carried.

FIFTH SESSION.

Thursday, Morning, September 5.

President Main called the convention to order at 11 o'clock a. m., and announced that the first regular business of the morning session would be the consideration of the report of the Board of Control upon the report from the Committee on Proprietary Goods.

MR. C. F. Weller—Mr. President and Gentlemen: Before considering the report of the Proprietary Committee I would like to ask permission to bring in a report that was carried over from yesterday, viz., the report of the Committee on Credits and Collections. Then we will be through with all outside

reports, and be ready to take up the report on pro-

prietary goods.

The report of the Committee on Credits and Collections furnishes much food for careful thought and consideration. It is a splendid report, but, like all other reports received from this important committee in former years, it would seem that no direct action can be taken by the Association as a whole, and that the subject must be referred to local associations, and this is the recommendation of the present committee:

The Board of Control would move the adoption of the report; also of the following resolutions:

Resolved, That each local association should consider the matter of reducing terms on regular drug bills and proprietary goods to thirty days and a cash discount of 1 per cent. Second,

Resolved, That local associations should, as far as possible, act in harmony with each other, and the secretaries of each local association should send reports of any important action taken by them to the secretaries of other like associations in competing territory.

The report and resolutions accompanying the same

were adopted.

MR. Weller—In presenting the report of the Committee on Proprietary Goods I would move that this report be considered in executive session.

Seconded and carried.

MR. ELIEL—I presume that by this motion Mr. Weller does not mean that the courtesies of the floor shall be denied to anybody; I take it that no report of this session shall go out which has not been submitted to him and received his approval. Am I right?

THE PRESIDENT—I take it, Mr. Eliel, that that is what the chairman of the Board of Control means, and that the assistant secretary and stenographer,

Mr. Bower, will furnish the press with what we wish published. I would like to remind the members of the Association of the fourth by-law, which provides that members of the Association shall be in honor bound to keep strictly confidential all discussions and transactions of this Association when in executive session. I simply state this as a matter of information. You will give your attention to the chairman of the Board of Control.

Mr. Weller—I presume the synopsis of the general plan is in the hands of every member here this morning. I will therefore not read the preamable, but we will go right into the gist of the report:

"Resolved that the Western Association of Wholesale Druggists cordially approve the plan proposed by the Committee of Nine, of which Mr. M. N. Kline is chairman. A committee of fifteen, to be known as the Proprietary Goods Committee, consisting of one representative of the jobbing drug trade from each of the thirteen 'sections' of the United States, to be appointed annually, each 'section' naming its own representative annually not later than thirty days after the adjournment of the regular annual convention of the National Wholesale Druggists Association; failing to make this appointment within this time, the chairman of the committee shall make the appointment from among the wholesale druggists of that section, the committee to include further a representative selected annually by the proprietors adopting this plan, if they so elect."

I would move the adoption of this part of the plan. Seconded.

Mr. Noves—We are, I think, not ready to adopt this recommendation of the committee for the carry-

ing out of the new plan, until we have adopted the plan itself. If we adopt the plan, then we can appoint the committee. I approve generally of the plan, but I think we are not ready to provide a new committee until we have adopted the new plan which they are to carry out.

THE PRESIDENT—I take it then that we should adopt the plan in a general way before considering

the various provisions.

MR. Noves—I think discussion on the plan itself should be had; and then, if we see fit, we can take up

its various provisions.

MR. Weller—I see the point presented by Mr. Noyes, and the plan as printed is now in the hands of all the members; I presume they are competent to vote on the adoption of a plan and then take up the provisions. I move the adoption of the plan.

MR. Peter Van Schaack—Mr. President and Gentlemen: I need hardly tell you it is highly embarrassing for a young and modest man like me to rise to combat the arguments of many who stand committed to the proposed plan; but, sir, I respect any man who stands by his honest convictions and is not afraid to defend them. You all remember when Columbus stood alone among the wise men at Salamanca—at a period in the world's history when Spain was recognized as foremost in wealth, the arts, literature and commerce of the world—most of his hearers thought his head was not well balanced and his heart not true, inasmuch as they accused him of taking a selfish part in claiming the world was round and urging help in getting funds for his expedition.

But old Father Time disproved these charges, so

I contend it will be in the present case.

It has been said that I am quite alone in opposition to the proposed plan; but I feel assured, nevertheless, its adoption will not result in benefit to our retail friends, whose champions we all claim to be; but rather to their injury, as well as to us as jobbers.

This plan I contend is an inquisitorial one—to report on every jobber's sales of rebates. I don't believe our trade is prepared to accept this kind of espionage.

Gentlemen: We are not engaged in the banking business—at least not most of us—our margins are not large enough to allow forty-five days, or a quarter of a year, to go by before receiving our rebates, which are really our profits.

The prelude of the proposed plan as published officially in the drug journals calls it a "scheme." This is a proper word for it; it may not be a very high or mercantile phrase for a body of merchants like this. Now bear with me while I read one of the pathetic sections of this proposed plan.

"It is the intention of this scheme (as announced on folio 1, line 6, first section of the synopsis just published) to provide a sufficient number of agents to insure, by reason of commission paid to them, a thorough distribution of the proprietors' products in all sections of the United States."

What magnanimity on our part!

Gentlemen: The proprietors are men possessing too much intelligence and sagacity to be caught by any such sophistry as that. "It is the intention" to provide," etc., "so as to secure a thorough distribution!" Well, I believe the proprietors have the ability and know how to do this better than we do, and will do it whether we "provide" or not. The spirit of our first President looks down upon us.

Gentlemen: Do you suppose James Richardson would have indorsed such a scheme as this? No, no.

I observe the distinguished attorney, Mr. Jayne, who has done the Association good service, seems to have been supplanted by a Mr. Johnson from the same city, who has given a legal opinion on the new plan. Now we all know money is what "talks" when you employ a lawyer—especially if he knows he has the fat fees in sightfrom a rich corporation or a large Association. From interviews I have had with men of acknowledged ability in that profession, I am well convinced a liberal amount of the funds of this Association are bound to be consumed in fathoming the mysteries of the law.

Now we have the chairman of Proprietary Goods in Philadelphia, our attorney in Philadelphia, our secretary, the Hon. Mr. Bower, shook the dust off his feet at the foot of the falls of Minnehaha and hied to Philadelphia. Now, if we get our banking house in Philadelphia, and our great sales agent and his retinue of clerks there, we will have a close corpora-

tion indeed.

Who are we making this position of general sales agent for, and his bevy of clerks? Who is this great generalissmo to be? This great mogul who is proposed to act as our general sales agent and attempt to manage and control the business of old established merchants?

I suppose this committee feels when a jobber gets 10 per cent. rebate and his expenses are more than that, they think he "knows how it is done," and can take another slice off without feeling it much, in order to run this proposed office.

Gentlemen: Now refer to page 2, line 14-a "Re-

ported Violation." Suppose this great arbitrator of the business of reputable merchants is decided by the Proprietary Committee, after an appeal, to have been wrongly accused, what redress has he for the interference in his business, and who pays the loss entailed by withholding of goods? You can reasonably look for a payment, providing our banking house does not follow our Druggists' Fire Insurance Co.

Apropos of that company, the records of our proceedings at that meeting show that I was the only member of the committee that opposed its formation, I am not a prophet, or the son of a prophet, but the company came to grief, just as I prophesy this proposed plan will, and it is history; I have it from officers of the insurance company that some of the strongest advocates for its formation did not take one dollar's worth of its stock or one dollar's worth of insurance in the company. I am a mourner by having taken both.

To resume. In the meantime we have sold our goods on 60 days, or, perhaps, as customers often take 90 days, and our rebate or profit is then not gathered in. However, you must bear in mind that when we come to receive our 10 per cent. rebate, it is minus, as the plan proposes, "less an assessment to cover the expenses of the general sales offices." These are the exact words in the proposed plan.

I do not approve, gentlemen, of any man being possessed of such imperial power as a "go-between" as special sales agent; nor is it right to place any responsible body of merchants in so arbitrary and tyrannical a position. He may be a saint, he may be a sinner. This plan is worthy of the Czar of the Russias. It is un-American. What power in one

man! It reads, "If he shall have reason to believe." Who is to decide if he has a sound reason to believe?

See folio 2, line 11.

The fact simmers itself down to this—325 jobbers are to stand this loss of interest and red tape for the sole purpose of thwarting the business of one house in Cincinnati. As no member of my firm has seen a member of this firm for over three years, and we have a suit pending against them for about three years, I can hardly be accused of acting their cham-

pion to-day.

Mr. President: On an April day three years ago, a member of the Lower House, Mr. Cobb, hailing I believe from Georgia, the Empire State of the South, startled the legislative halls at Washington by the now historic expression, which still lives in current slang, "Mr. Speaker, where are we at?" So I ask to-day. Here a special committee consisting of five proprietors and three jobbers and proprietors combinded, in a meeting of fourteen, met at the Fifth Avenue Hotel May 2 and evolved a plan. I cannot speak for the truth of the report that padlocks were placed upon the doors, the keyholes stuffed with cotton and the ubiquitous reporters in vain paced up and down the historic halls of the Fifth Avenue Hotel, but I can say the meeting was with closed doors.

Gentlemen: The evolution took place and a child was born. They did not call him "McGinty," but "Flannagan; or The Grocers' Plan," which was modeled after a plan which was adopted to regulate seven articles in the limited territory of New England; when the jobbing druggists ought to cover a hundred articles to be effective, and the vast territory from

the Golden Gate to the Atlantic, and from the Gulf of Mexico to Her Majesty's domain.

The meeting then disbanded, and, to use what might be called a Parliamentary expression, if used by our distinguished Georgia friend, they adjourned, "sine die to meet June 3d" in the highly moral, intellectual and progressive city of Chicago. That, gentlemen, was a very wise thing to do, for, after a few visits to our city, every one becomes enamored of its charms, and desires to make it his home. In the mean time a literary bureau and a committee of what might properly be called "promoters" was formed. I am not much of a Wall street man, and may not use the right expression, though I think it is their own, and they took in hand the education of the jobbing drug trade.

Gentlemen: The drug press was next employed as one of the most effective mediums, and, behold, it soon teemed with hearty indorsement of the plan, certificates being published from all directions in its favor, but not a single article was allowed to be published from those who did not approve of the plan hailing from the wise men of the East. The ball moves on, and next on the program is the moving around the circle of a committee to visit the trade and proprietors, in order to proselyte its members to their methods and ways of thinking.

I want to say to you, gentlemen, that I have not much confidence in a plan that requires so much explanation. It must have some weak points if it does not at once commend itself to the intelligence of such a body as I see here before me to-day.

Gentlemen: What we want most here to-day is to use our time, money and energies in an earnest effort

to secure from proprietors a larger rebate; that would be effective work; and I put myself on record to-day that one member of a Chicago firm has done more in that way than the Proprietary Committee, though their expenditures have been thousands of dollars more than all the other committees combined; and I want to say here that the Proprietary Committee have not acted in concert with the efforts made in that direction by that and other firms. This is a fact, and I am prepared to prove it to any member who so desires. We are told by the committee: "We must not antagonize proprietors." I have heretofore expressed my views as to the fear of that.

The chairman of the committee announced that out of 135 circulars he had sent out, about ninety had reported in its favor; he did not tell how many found a place in the waste basket, or how many felt an expression of disappointment might be allowed to slumber in quietude in the same receptacle.

Now here comes in the query, "Mr. Speaker, where are we at?" The Flanders plan was thoroughly indorsed at the New York meeting, and, lo! four weeks after a new birth was developed in Chicago. That is a good place, but it was a bad plan, what they called the "Modified Plan." I ask, Mr. President and gentlemen, if our craft had so unanimously adopted the Fanders plan, does it not show they were rather precipitate in their hearty indorsement when only four weeks after they meet in Chicago and adopt another plan?

Next in the program the drug press was taken in hand, and the proceedings of the Chicago meeting were published so far as evidence of approval, but not a word was said as to any protest being presented by me against its adoption. Was this fair? was this honest? Was this in accordance with the spirit of our free institutions? No! no!!"

Some of the very gentlemen present at that meeting wrote to me, in view of that fact, urging that I put in print my views as there delivered, which I very reluctantly consented to do, because I was fully aware that they had been purposely omitted from the proceedings, though they were in the possession of the Association. I want to say here, gentlemen, if that was not an official account of the proceedings in Chicago, it was nothing, and it is my opinion, confirmed by word of mouth of one of the leading drug publishers of the country.

It was not a true and honest report. My protest might have been a weak one—I am content to submit that question to the intelligent judgment of any gentleman who may have heard it—but it was an act of gross discourtesy to one of the founders and well-wishers of this Association to thus ignore it.

Gentlemen: As well known to the Association I was suddenly called away to the afflicted family of a most devoted and life long friend, who for twenty-one years had been a faithful officer of this Association. I had a right to expect, in my enforced absence under the unhappy circumstances, that my views of so important a question would have received something more of recognition than to be totally ignored in an official report published in the drug journals of the country.

I do not believe this Association will tolerate such proceedings or in any way indorse them. Who knows who will be the victim of such tyrannical rulings as the suppression in official proceedings of that

portion not pleasing to the parties attempting to control the Association? It is a significant action, unworthy of any one connected with our Association, and I want to see this spirit crushed in its infancy—it should be throttled before the outrageous precedent be established at the meetings of our Association or any association connected with ours. It was trickery; it was duplicity; it was pretending to do what really was not done in officially reporting that meeting, and was entirely in keeping with the suppression in publication of all communications not approving of the proposed plan.

Gentlemen: This Association has honored me with the highest official position in its gift—I was one of its charter members—and it is dear to me, but I tremble for its future when I see its records are not

sacred.

Mr. President: I am here to-day prepared to stand by every word of that protest, and though I have been officially told that I am one of only six who had expressed disapproval of this plan, I know it is a mistake, and without desiring to occupy too much time of the Association I will read as a sample a few letters addressed to my firm, and that, too, without any solicitation on our part or any previous correspondence.

WILLIAM A. ROBINSON—Will you give me the names and dates of the letter and name the writer,

Mr. Van Schaack?

PETER VAN SCHAACK—Mr. President, I have those letters in my possession. They have been seen by some gentlemen connected with the Association, but I am not at liberty to give them without first obtaining the consent of the writer.

The President—I will state that these remarks are in the nature of a personal explanation from Mr. Van Schaack. This Association, of course, is not responsible in any way or manner for the proceedings of the Western Association being reported or not being reported, but as Mr. Van Schaack is an old officer of this Association he is given an opportunity to read these letters as he may desire. We have no responsibility in the matter whatever; it is a matter of personal explanation on Mr. Van Schaack's part.

MR. Peter Van Schark—Of course, that matter is for future discussion.

THE PRESIDENT—Yes, sir.

MR. VAN SCHAACK—A large proprietor writes: "The writer's views are set forth to a nicety, and speaking as a proprietor, we want to emphasize one point made by Mr. Van Schaack in this that, the proprietor receives fully as much if not greater benefit from the co-operation of the jobber than the latter receives from the proprietor. In other words, the rebate system as a mutual protection is all right, but the plan proposed by our chairman in the Proprietors' Committee is a serious mistake, and in the writer's judgment will be but the beginning of the complete disintegration of the rebate plan."

Such a volunteer expression, gentlemen, on the part of a proprietor is only a hearty indorsement of what I have always claimed as to the reciprocity between two branches of our Association.

One Western jobber writes: "I signed it just as I was leaving home; more in deference to the committee's judgment than to proper examination. I believe the Association ought to consider your well-taken objections to the plan."

Gentlemen: How many others of our fraternity may have acted in a like unreflecting manner? This firm has since withdrawn their assent to the Association. A prominent Eastern jobbing house writes: "We have just seen in the last number of the Oil, Paint and Drug Reporter an account of the meeting of the Western Wholesale Druggists' Association, held in Chicago, last week, and read with regret the statement that the opposition that had developed in Chicago among the jobbing druggists had largely disappeared. We have read with interest and approval in the Paint, Oil and Drug Review of May 29, the views as there expressed by your respected senior, as well as by other gentlemen in the same line of business, and are desirous to know what new features in the terribly complicated proposed plan have caused this change of opinion. If any new ray of light has struck into the murky atmosphere let us have the benefit of it." Gentlemen, this announcement on change of heart on the part of the Chicago jobbers as given out in the official report published in New York that I have previously alluded to is at least mystical. So far as I can learn from the trade in Chicago, I do not know what the official report was based on as telegraphed to the New York journals, it read: "It will be seen that practically all the opposition in the city of Chicago has been removed." These are the words—this is a most extraordinary statement: When I haveit from word of mouth within a few days that every house in the jobbing drug trade in Chicago, save one is "thoroughly opposed to the adoption of the plan." prominent jobber writes: "We want to add a line to our letter in regard to Mr. Kline's plan. never thought that it would work aside from its illegality. It is too complicated, and can never be maintained for any such large number of articles as the drug jobber handles, and in our opinion it never should be adopted."

Another jobber, who was formerly a vice-president of this Association, writes: "We want to say if the proposed plan is adopted, we shall have more perplexity with proprietary goods than ever."

Gentlemen: This is the opinion of a firm who stands as high as any in the community.

In conclusion, Mr. President, I certainly should apologize to this body for the length of time which I have consumed, but I have felt that this was a most important subject, and as I seem to be in the minority it seemed proper that I should endeavor to go over the matter as thoroughly as a business man is enabled to do. But I wish to say, Mr. President and gentlemen, that if it shall be the wisdom of this body to adopt the proposed plan, no member of this Association will be more loyal in carrying out its every provision than Peter Van Schaack & Sons. (Applause) But Mr. President, I believe its adoption will prove to be a serious mistake, and will never accomplish what its most sanguine advocates claim. I am to-day, gentlemen, only exercising the indisputable right of every member of this Association in entering my protest. We do not want to make any mistakes. We want to go slow in the adoption of a plan most likely to involve us in the meshes of the law. We want a full, fair, free and open discussion on every subject that is brought before this Association, and the day, gentlemen, that this duty is not exercised will sound the death knell of our Association. Could I bring myself to the thought that the

adoption of this plan would result in good to the members of the retail trade whom we stand bound to protect, or to ourselves as jobbers, no one present here to-day would more heartly indorse the action of this committee, but I repeat, I believe it will be a great and fatal mistake for its adoption. So, Mr, President, let us stand fast to the good old rebate plan, wisely formed by many strong minds, some of whom have joined "the great silent majority," and let us to-day stand united and renew our fealty to its obligations. (Applause.)

MR. GEO. A. KELLY—As acting chairman of the Proprietary Goods Committee during Mr. Kline's absence, the duties devolved upon me have been troublesome and vexatious. I came to this convention determined to say little or nothing, leaving these matters entirely to the decision of the members.

Mr. President: I heartily agree with the gentleman who has just spoken, when he says that freedom of expression of individual opinions should and must always be allowed. I trust, sir, the time will never come in this convention, no matter how large may be the majority in favor of or against an important question, when individual members may not have the privilege of expressing their opinions freely and to the fullest extent.

I would not have said anything to-day with reference to this matter, had it not appeared to me, as acting chairman of the committee, that some of the assertions made by the gentleman—and I believe they were made upon a misapprehension of the plan—required some explanation from the chairman so far as he may be able to make them. Mr. Kline stated

very emphatically at the meeting in Chicago that he was no more interested in this plan than any other gentleman engaged in the wholesale drug trade, but that in his opinion there was an absolute necessity for some action which would provide for more stringent regulations, in order to prevent the violations of the plan and to meet the changed conditions of business.

The gentleman has said that the plan is inquisitorial. I fail to see that it is any more so than the one under which we have been acting for years. There is no inquisition, no investigation, except in case of violation, and I think upon an examination of the plan it will be found that there is no intention to have any of the members feel they are under more supervision than heretofore. The changed conditions of business make it imperative that only legitimate dealers in these preparations should handle them. and it is believed this plan will bring such result. Not a member of this organization engaged in the wholesale drug business but now understands fully that the division of purchases by retailers is being carried to such an extent in the rapidly selling articles as to cause the loss of hundreds of thousands of dollars legitimately belonging to the wholesale drug trade. In the report by Mr. Kline and in the President's address this point is clearly brought out. This plan is intended for our mutual protection, and for nothing else. Every one is alike interested, and it is for the members to say whether the plan will meet the exigencies which have arisen. This plan has also been constructed with a view to save proprietors from constantly growing annoyances. You no doubt noticed, when the report was read, that the cut off

list has rapidly increased. This plan entirely relieves the proprietor from the disagreeable duty of cutting off one and another. I think the proprietors will appreciate this point; there are no additional duties and they are relieved of some very unpleasant ones.

But, sir, I will not go into an argument in support of the plan; I will leave that for others who are interested here.

I wish to say with reference to the remarks made in regard to the employment of Mr. Johnson as attorney instead of Mr. Jayne, who has acted at times, that the latter has heretofore consulted with and solicited the opinion of Mr. Johnson, and consented to and approved the action of the chairman in this instance.

Mr. Johnson's ability as an attorney is well known throughout the East, and although the gentleman from Chicago may be unacquainted with his reputation, among lawyers I have no doubt it is national. Because this committee proposed to go carefully, to indorse no plan and present nothing that would involve either the members of this Association or the proprietors in legal difficulties, Mr. Johnson's opinion was solicited.

Referring to the concentration of power in Philadelphia, comment is probably unnecessary. It was understood that the Secretary should be close to the chairman of the committee, and this must appear to every one eminently appropriate. It is the intention of the committee to select a banking institution regardless of locality, and I understand there are two bids, one from New York and one from Philadelphia. This duty will devolve upon the new committee and I believe will be conscientiously attended to.

As to the arbitrary position of the general sales agent, his duties are clearly defined. He is to appoint the sub-agents, to pay the commissions for service rendered, and in case of violations to revoke sub-agency, subject however to the decision of the committee in case of appeal, the latter to act immediately upon the case. If the charges are not sufficiently sustained, the sub-agent proceeds as if his agency had not been revoked. Bearing this fact in mind, it will be seen the general agent has very limited authority.

I was sorry when the gentleman predicted disintegration and destruction of the present plan should the new one be adopted. Although he stated that he was not a prophet, nor the son of a prophet, yet I have always found when a person predicts a fatality or anything unpleasant, he is somewhat disappointed if it does not take place. (Laughter.)

Concerning the expenses of the general sales agent's office, they cannot at this time be determined, but so far as consultation and comparison and a thorough examination into the matter can show they will be but trifling compared to the protection the plan offers to the wholesale drug trade.

I would not have replied to the remarks about the meeting in New York City had I not been present. I deny positively upon this floor any attempt whatever at secrecy. After full consultation on the part of the chairman with Mr. Carter and others upon the New England Grocers' Plan, it was deemed advisable to hold a conference meeting to talk over the subject and hear what Mr. Flanders, who had promised to attend, might have to say as to his experience. The members present were hastily summoned

from the nearest points, and to our great pleasure a number of prominent proprietors accepted invitations to be present, they being deeply interested in any contract plan which this Association in its wisdom may be pleased to adopt. It was merely a meeting for progress; to talk over the situation, and to learn what Mr. Flanders' experience had demonstrated-for the committee wanted to be very certain before they proposed remedies, that they were practicable. No reporters were present, I believe, and so far as I know, they would not have been excluded, no cotton placed in the key-holes, and the door was but partially closed during the entire conference. The plan first issued by the chairman was the outcome, giving the general idea in the minds of the Committee, and the details have been worked out gradually through correspondence. The perfected plan is now before you.

I was one of the committee that interviewed the proprietors, and I trust the gentleman did not mean the visit was for any other purpose than to explain the plan as it laid in their minds, and as represented on the synopsis which had been sent out. It was necessary for the chairman to determine the number of houses that thought well of the plan, to obtain their views, learn what objections might be urged, and on points where there existed differences of opinion modify the plan so there would be little or no friction hereafter. We were met in the most cordial spirit. The proprietors recognized-and I wish to emphasize this-they recognized, Mr. President, the absolute necessity for a change, for more stringent regulations to the present plan, in order to relieve them from the constant annoyances to which

they have been subjected. When the rebate plan was adopted years ago, it was not deemed perfect. The gentlemen having the matter in charge at that time did not consider their judgment infallible. It was never supposed for a moment but what possible amendments might be necessary. The original contract plan has performed a valued service to the entire drug trade of the United States, to houses both in and out of this Association alike, for I want to say here as one of the members that met in Indianapolis when this Association was first organized, that according to the statement of all, and none more emphatic than that made by Mr. James Richardson, the drug trade was in danger of absolute bankruptcy. and unless something was done to protect the prices upon those articles which form so large a part of our business, the end was near at hand. What has been the result, Mr. President? Imperfectly as this plan has worked since its adoption, the wholesale drug trade of the United States has been fairly successful and prosperous, although there are some here today who talk of the "survival of the fittest"-a sentiment that should never be expressed by any member of any association for mutual effort and protection.

With reference to the protest of the gentleman at the Chicago meeting. No attempt whatever was made to prevent a free and open discussion, and such discussion was had. The gentleman had been called from thecity, and not being able to be present, his protest was received and read. Had he been present he would have needed no written document. There was no desire to rule his speech out, but on the contrary the most respectful attention was paid to what was

offered in his name. He claims that the protest should have been printed. Then so should my remarks and those of the others who participated in the discussion of the subject before us. As I understand it, it has not been the custom of the Association of Western Wholesale Druggists to have a stenographic report taken of their proceedings; the Secretary merely reporting in his minutes the action taken, and such was the course pursued this time. As a member of that committee, and of the Proprietary Committee, I state upon the floor that so far as I know, every action of that committee has been in the line of its duty and strictly honorable.

D. R. Noves-The ground has now been very well cleared by the remarks of the gentlemen who have spoken, and we can come right down to the heart of this subject which seems to me to be this: Do we need a new plan? Are we fully satisfied with the working of the rebate plan in its present form? I am quite sure we are not. Like Mr. Van Schaack, I am a conservative and very much disposed to let "well enough alone." But I cannot shut my eyes to the fact that our present position is not a safe one to occupy with the changed conditions of the trade. If we then need a new plan, does any one know of any better one than that now offered? I do not! Mr. Van Schaack's idea that it is a complicated plan is not, I think, well founded. On the contrary, I believe that it will be found a very simple one. Those who have examined the plan most carefully are of that opinion. The next question is this: Is it open to legal objection? We have the opinion of eminent legal authorities that it is not; at least, that it is as free from such objection as any plan can be made. The objection which Mr. Van Schaack makes to the first clause is, I think, of little importance. It is a mere form of expression. But there is another matter that Mr. Van Schaack has mentioned that is of importance. Will this plan in its operation, by any fault of its own, subject any member of this Association to unfair judgment or to jealous or unfriendly action on the part of any one? It is no small power that we propose to place in the hands of this committee. It is our duty, if we adopt this plan, or any other, to protect every member, the weakest as well as the strongest of our members, from any possible injustice in its working, and that leads me directly to the one point which, as I understand the proposed plan, I think ought to be guarded even more than it is. The section in regard to sub-agents states, that "If the proprietor or the General Sales Agent shall be of the opinion that any sub-agent has violated the terms of any of these contracts the general sales agent shall revoke such sub-agency, and the appointment of said sub-agent shall thereupon cease and determine." • You thus place it in the power of a proprietor, or of the agent, to stop any house from receiving desired goods. And although the house had an appeal to a larger committee-I am corrected by Mr. Carter, who informs me that the house can get all the goods it wants, but could it get its rebates? What we are after is the rebate. We are not running our business so entirely for the public benefit as to purchase goods and pay the full selling price for them. To be sure, it would be some satisfaction to get the goods and distribute them, and the rest might work out all right in time; but it seems to me that it is objectionable, that any one may be placed in a false position on the mere "opinion" of a proprietor, or the general sales agent; evidence of a fault is not demanded, merely an "opinion." Certainly, gentlemen, if such a provision is needful the least that we can do is to provide that if the proprietor and the general sales agent shall agree as to the need of action, that would give the opinion of two, which would double the present safeguard. No one ought to be placed in a position where anyone without proof and merely on his own "opinion," can revoke an agency. It would, I think, be better that no one should have his agency revoked or rights affected under this plan unless the committee were of the opinion, and that upon evidence that he had been guilty of the act charged.

GEORGE A. KELLY—I would like to ask what the present position is under the plan we are working.

Mr. Noves—If a fault exists in our present plan it should be corrected. There certainly is no reason why it should be perpetuated in a new one. No rights should be in any way curtailed, and no agency should be revoked until at least there should be reasonable evidence, and that in the minds of a competent committee, that one is in fault.

DANIEL MYERS—Before you go on with any other idea, will you allow me to interrupt you, because that is a very important thing, the first question you raise. I think we ought to meet that difficulty, before you go into any other proposition.

Mr. Noves—I will give the floor to Mr. Myers in a moment. In my opinion the general plan is a strong one, stronger and better than the one we are working under, which has accomplished so much of good. I speak well of it, because it has been of a

very great advantage to this Association and to every member of it. I believe the new plan will be found simple and so work itself out. In a matter of this kind which seems complicated in simply going ahead, the way opens and you come out all right. The main objection to the plan is the possibility of some injustice being done. If we can guard it so that we have full protection under it, and with no revoking of agency, or curtailing of our rights, unless a competent committee after full examination finds us guilty, I shall give it my hearty indorsement, and hope that it will meet with the approval and co-operation of every member of this Association.

THE PRESIDENT—Before recognizing Mr. Myers, I will state that the question is on the adoption of the general plan. I think it would be well to confine your remarks to that, and discussion of the detail will come in afterward. If we conclude that we want to have the general plan, then we can take it up section by section, and amend it if need be.

Daniel Myers—I do not see how we can intelligently vote on the whole plan unless we clean up the difficulties that seem to prevail on the essential features of the whole plan. Now, my judgment is, of course we look at propositions and papers with different mental vision, and we form different views, and honestly so. Now, as a member of that committee and one who has given this careful thought, it looks very differently to me from what it does to Mr. Noyes. Now, I think he has a misapprehension. Suppose my firm should be notified by the general sales agent and cut off; the charges must be preferred. I may be tried, my firm will be tried, and if

not guilty certainly no penalty will be imposed. Mr. Noyes says it is the rebate we want. Certainly, that is what we want, and I will not lose any rebate if I am not guilty of any offense; but if found guilty, certainly I should lose my rebate. On that particular point I wish to correct Mr. Noyes; that was all.

FRANK A. FAXON-I do not know that I will be able to add much light to this discussion. It always grieves me to see a good man go wrong. It is painful to see one whose gray hairs and venerable appearance indicate that he has passed the meridian of life turn his steps and begin to undo the good that he has in his earlier years accomplished, and to cast a shadow over the record of his past. Schaack as I understand it, was one of those who stood shoulder to shoulder with Mr. Richardson, Mr. Strong, Mr. Hinchman and others who have gone from us, and with Mr. Kelly, Mr. Myers, Mr. Robinson, Mr. Cutler and others who are here today, to establish the rebate plan under which we have worked with much satisfaction for nearly twenty years. Of course, it was impossible with the conditions existing at that time to put in operation any plan that would meet the changing conditions that come with years. The Constitution of the United States, which has been declared to be by eminent authority the most perfect document ever written for the government of a people, has, in the course of time, required amendment, and we have come to that point now where this plan, the rebate plan, must, by amendment, be strengthened, or it simply disintegrates and goes to pieces. As Mr. Kelly has well said, through the action of this National Association the wholesale drug trade has fairly prospered, and I

believe that we all agree that during the severe depression of the last three or four years, without the protection that this plan has afforded many wholesale druggists would have been driven to bankruptcy. Certainly, a plan that has stood so much, that means so much as that is worthy of our serious attention to uphold it. We are fond of saving that the builders of this rebate plan built better than they knew. And it is my belief that when we adjourn here in Denver we shall be able to say that the early founders "builded better than they knew." Now, the question is simply this, whether we shall have a protective plan or not. Now, there may be, as suggested by Mr. Van Schaack, annoyances and trouble and controversies and so on, and some complication in upholding this new plan, as there is under the present plan, but if so, it is a question as to which end of the horn of the dilemma we will take, whether we take some annoyances and some profit, or annoyance without profit. We cannot, if this plan goes on as it is, protect the wholesale drug business satisfactorily; we cannot uphold our commercial integrity. Thomas Benton, the great representative of the State of Missouri for thirty years in the United States Senate, said that the troubles of the country come from uneasy politicians; its safety from the tranquil masses. The safety of this plan, Mr. President, is coming from the conservative champions of the wholesale drug trade, and its dangers from those uneasy spirits who desire to be free lances, and who (in the language of the prize ring) strike a man below the belt or above the belt, as best serves their selfish ideas. Mr. Van Schaack has referred to the arbitrary position of the general sales agent. That is a very

simple position when you consider it in its true light. It says that he is to offer to each of the parties designated by the committee as wholesale distributers a sub-agency for the distribution of the various proprietary articles represented by him, that these proprietors may have a proper distribution of their products, and I think that there is a good deal of meaning to that. If things go on as they are going on now, all of these proprietary goods will be distributed through dry goods houses and millinery stores, and hardware houses, and so on, and not through the drug trade, and I do not believe that would be a proper or satisfactory distribution of such goods. Mr. Van Schaack has invoked the shade of Mr. James Richardson, our first honored President. Mr. Richardson was a man of generous mold, and he always stood for the good of the whole, no matter what his own personal feelings might be. He was a strong upholder, one of the original builders of this rebate plan, and if he were here to-day there is no doubt in my mind as to what his position would be as to this question. He was a broad-minded man and always stood upon a broad platform.

Mr. President: The question that Mr. Noyes mentioned—

Mr. Noves—I am sorry to interrupt you, but I have been informed that the placing of this power of revocation in the hands of the general sales agent is a necessity of the case, a legal necessity and that the committee cannot exercise it as a committee. It might be considered as the act of a combination. The general sales agent can only safely do it as a legal action. This power so placed, is, to my mind, the strongest objection to the plan. We, however,

expect the general sales agent to be an outsider and a salaried man, utterly impartial, or he would be unfit for such a place, and that he will act under the general direction of the committee. If therefore, it is a necessity of the case we have got to consider the plan with this provision included and I shall so accept it.

Mr. Faxon (continuing)—That is just the point exactly. It is the legal point involved. Under the present plan, if a wholesale druggist violates it, he is cut off at once and absolutely, and he cannot get his goods; but under the proposed plan he can, in case of violation, secure his supplies, but his rebate is withheld until he is reinstated.

The matter is referred to the Proprietary Committee, who will take the matter up at once. If it is found that it is proper to reinstate him, he gets the rebate on the goods that he has been securing in the meantime from the proprietors. It seems to me that no better arrangement could be made. This committee is bound to be just. The integrity of the plan makes it necessary that it should be so. If, for instance, any injustice should be done to any member of this Association, the sense of fairness that prevails with the members of this Association would be such that any plan which would admit of any such injustice would simply have to drop. It could not be upheld. Mr. Van Schaack has made a point of the fact that the negative replies to the circular referred to were many; there were, in fact, few replies, it was almost unanimous. Mr. Kelly has a list of those he had negative replies from: they were very few indeed. And that is why the negatives were so conspicuous by their absence in trade papers

at the time. One member has withdrawn since that time. Three who were not in favor of adopting the plan have, upon further consideration and a better understanding of it, come in. (Applause.) Three to one! This subject means so much to us that I hope it will be discussed in all its phases, because it seems to me that if this new plan should not be adopted the old one will be weakened. It is hardly a new plan, but simply means adding a few amendments, which the course of years and changed conditions have made necessary. The statement made by my friend from Chicago, that the retailer was going to be oppressed by this plan, is not correct. If this plan makes any change in the condition of the retailer it is in the line of placing them all on an equal footing; it is in the direction of improvement; and it is not right that any word should go from this meeting that we have come here to combine against the retailer. We are here to do nothing of the sort. The retailers, some of them, have indorsed this plan, but the fact must be understood that no retailer is put in a worse place than he is to-day. They are all of them placed on equality. I do not know as I have anything else to say. I am heart and soul with this amendment, because I believe it means the life of the rebate plan under which we have fairly prospered. I believe it means the integrity of the wholesale drug business, of ability to conduct it in the future as we have in the past, and continue to pay our debts one hundred cents on the dollar.

J. C. ELIEL—I will be brief. There are only one or two points I desire to touch upon, and I want to say in the beginning that I am glad to see this discussion take this course. I, for one, do not feel that we ought to change the rebate plan in any respect without a full and free discussion, without a thorough knowledge of the change involved, without the utmost consent and support of every member present or absent. It must not be forgotten that there are many present at our meetings who never honor us with their opinions, who do not take up the time of this Association, but who still support and strengthen us.

Now, sir, the adoption of this new plan, as has been well stated, involves merely the addition of a few planks, if you will, where time and service have shown us that leaks exist, additions which we think necessary for the maintenance of the plan, and there is one point that I consider more vital, more important than any other, and upon that point I do not believe that we can afford to have any mistake or any misunderstanding, and that is, that in the adoption of this amendment, or in the adoption of this new plan, if you please, we are in no way oppressing the retailer. I have no desire, gentlemen, to make what is known as a grand stand play. It is unnecessary. The retailer knows his friends. The record of each man belonging to this Association, whether upon his feet or not, is behind him and speaks for itself. It is not necessary for us to get up on this floor and say that we are the friends of the retailer, and I want to say that in so far as the retailer is concerned my friend from Chicago is totally wrong. This plan is in the interest of the retailer. It is as much in his interest as in that of the jobber or the manufacturer, and there is not an intelligent retailer in the United States who will not indorse this statement. What is the present condition of things? Let

us look at them for a moment. In the larger cities and trade centers the retailers who have the means are buying staple goods in the largest quantities direct from proprietors. Where they have not the means they are combining and purchasing for division in violation of the rebate plan. What is the result? That upon one corner the druggist who has the means or is the member of a combine, has the advantage of his competitor upon the other corner by 10 or 10 and 5 per cent., as the case may be. you is not that correct? In the new plan every man will be upon an exact level. The smallest retailer and the largest dry goods cutter must stand upon the same plank. Neither one of them can get his goods one dollar or one cent cheaper than the other, and I want to ask the gentlemen of this convention if this is not in the interest of the retailer? But, sir, I apprehend that our Chicago friend does not mean that we should take his statements in anything but a Pickwickian sense. One of the greatest authors of the day, the distinguished Frenchman, Alphonse Daudet, has created in recent fiction a character that will live for all time, a character typical of the fiery southern imagination and the result of tropical suns. He made him short, thick set, broad chested, deep voiced, and of a magnificent personal appearance. He dwells particularly upon the symmetry of his stature. He gave him double muscles and called him Tartaron of Tarascon. He will always be known as being typical of a large proportion of that creation known as man. It was the peculiarity of this Tartaron that while he had no intention of saying anything that was not strictly true, still he had in an exaggerated form the peculiar quality of embroidering upon the truth. Our Chicago friend has been much abroad, and the question is did the great author model his quaint character after his well known peculiarities. I do not mean to say that Mr. Van Schaack has said anything that is not strictly true, still I think that he has amplified and eloquently embroidered, and I am afraid that in some instances he has come very near the border.

Now, sir, by this plan we only want what is right. We want the protection of the retailer, of the small jobber, of the large jobber, and of the manufacturer; I put the manufacturer last because I think that is where he belongs. We are talking here to-day as wholesale druggists, and I want to say further that the plan in your hands is the result of more headaches, and has had more careful consideration and more night sessions than any of you perhaps who have been so fortunate to be left off this committee are aware, and I believe it to be as perfect as human ingenuity can make it, and I hope, sir, that it will be adopted as it is.

(Calls of question.)

W. A. Robinson—I want to say only a few words, sir. First, I was a member of the Convention of the Western Wholesale Druggists' Association, which met in Chicago, and I want to add my assurance to my friend Mr. Van Schaack that I never heard any paper listened to with more respectful attention than was his. There was another paper presented there by a representative of one of the best houses on our roll of members. That paper received the same consideration that his did, and after an all-day discussion the gentleman who presented the other paper, not only presenting his objections to the plan which

had been proposed by the committee, but outlining in the most careful detail, which must have cost great labor, he got up, and, in a manly way, said that he was satisfied that his plan was weak in some points, and admitted, as I understood it, that the plan presented by the committee was the strongest. At any rate, if he did not vote in its favor he did not vote against it.

J. C. ELIEL—He voted in favor of it.

W. A. Robinson-Again our friend, Mr. Van Schaack, has appealed to the memory of his friend and my friend, and the friend of every member of this body, the memory of Mr. James Richardson, I remember, while in many respects it was a disagreeable service, a laborious service, one of the pleasantest recollections of my life, that as a young man I was permitted to learn much in connection with the conduct of our business through my associations with him, as one of the younger members of the Proprietary Committee. I went with him the first time he went East. He was President of the Association and he was chairman of this Proprietary Committee, and with those of my colleagues who were on that committee spent five weeks on two journeys. I believe I knew, thoroughly, Mr. Richardson's mind about this question, and want to say, if any words Mr. Richardson used in his arguments at that time, which resulted in the establishment of this plan, which has been of such immense benefit to the wholesale druggists of this whole country during the past fifteen or twenty years, it was the word "arbitrary." I can see him now as he stood before our proprietary friends, individually, as we visited them, all the way from Pittsburgh up into New England, that was the

keynote, and it was the beginning of his argument. that their goods did not fluctuate in value as other goods, and, therefore, that instead of being arbitrary at the start at one price they ought to be made arbitrary all the way through, and every man who reads one of these contracts will see that that same spirit prevails. I have no question, and I say it emphatically, and I say earnestly, and I say it as my honest belief, that with the changed condition of things, if Mr. Richardson were on this floor to-day he would be one of the strongest advocates for supporting this, if you please to callitso, more arbitrary plan than we were then able to obtain, because this whole matter was a new question, and I honor those of our friends among the proprietors who were willing, at our instance, and at our earnest request, to adopt the plan as far as it went. We find, after these twenty years' experience, that there are weak links in this chain. We all know that experience is the best teacher. We find in all branches of business from banks down to nail factories, that the system now prevailing among the most intelligent business men of this country is, that of some associated system, where men who are willing to trust one another, and to trust all of their associates, they want to combine. I don't mean that word in any offensive sense, but they want to come together and act as one man, as the only way in which any matter of this sort may be controlled, or adopted, or conducted. This, as I understand it, is simply a clearing house for the more important, the larger manufacturers of these articles which are most important to all of us. It is under one central agency. We are told by the best legal talent in the country that this

is perfectly legal, that we have a right to do it under the laws of our country, and I believe that we are all agreed, that is, all of us who have given this plan most careful and constant attention, and the attention to the discussion by those who might differ with us, that this plan is about as near perfect as anything human can be made on this earth. I believe that Mr. Van Schaack, if he had been present at that Chicago meeting and heard that discussion, would have modified his views very much, if he had not been in full accord with us. I believe he would have felt favorably toward this whole thing if he had heard it discussed in all its phases. As has been said, this plan is not only the result of the laborious work of a committee. I am speaking of that because I did not happen to be in New York, and took no part in the initial steps, but it is the result of the efforts of as intelligent a body of men as the New England Wholesale Grocers; and I was only yesterday informed in answer to my direct question, that there had never been a complaint of any infraction of that plan, because it was so strong that any man that felt ambitious to extend his business at the expense of his neighbor of the association, or desired to deviate from it, he had not the courage to do it; and as sure as you adopt this plan, I believe that no one of our members will have any occasion to regret it, and that none of our members will be hauled up for violation. I believe the plan will work for the interests of every man in this Association, and I hope that it may be adopted by as nearly a unanimous vote as possible. We do not want to do anything by sections in this Association. I think this is a great body of men, and I believe we can act almost unanimously. I hope it may be unanimous, that we may have no cause to regret our having come to Denver.

Mr. Myers asks me to make one statement. point that Mr. Myers calls my attention to is the fact that at the start it is not proposed to abandon the old rebate plan at all, but to try to experiment. with some fifteen or twenty or twenty-five, whatever in the judgment of this committee of ours is best, who will be made up of representative men from among ourselves, to determine best to try. Now, I believe that we are on the right line. We not only have our own judgment to back us in this matter, but that of men who had this knowledge and who have worked most unselfishly. I do not believe there is a man on this floor that would have taken the place that Mr. Kline has filled during the last two or three years, or Mr. Kelly has filled for the last three or four months. We owe these gentlemen a debt of gratitude, I tell vou, in a business sense, aside from our feelings toward them as our friends, that cannot be estimated in dollars and cents. Stand up to them in this matter, stand by them. I believe they have acted in a disinterested way, they have acted and gone forward trying to do that which is best for the greatest number. They have had the experience of others who have tried it. They have had the advice of distinguished counsel; and then, in addition to that, since we came here, I do not know that the members knowit, but this committee-I believe every man present at every session—this committee has sat during the whole of one afternoon and part of another afternoon, and until 12 o'clock one night, and in our counsels we had three or four of the leading proprietors of this country, men in whom you all

have confidence, and in whose judgment you have confidence, with whom we have almost daily dealings, and this paper is the result of the combined wisdom of these representatives from your own chosen branch of business, from the proprietors, and, as I understand, from a letter that has been read in that committee room, from the representatives of the retailers themselves, I believe it is fair all around, and I believe that it will hold water.

Brent Good—Is it the intention to have the full line of rebate goods all come into this; as I understand, all the heavy goods?

Wm. A. Robinson—I thought I made myself clear. As I understand the feeling of the committee, in fact as enunciated all the time, that at the start we ought to try first those—as I remember, it was suggested some twenty-five of the leading proprietors—so that we could get the thing in perfect shape, practically, in every way, and hold on to the old rebate plan.

John N. Carey—I attended the meeting of the Western Wholesale Druggists' Association in Chicago on June 5, and I want to call attention to that statement of figures on the part of Mr. Van Schaack in regard to the number of letters received in reply to his circular in regard to this plan. Mr. Van Schaack stated that Mr. Kline reported he sent out 135 letters and received but ninety tavorable replies. The facts are, he sent letters to every member of the National Wholesale Druggists Association, and received favorable replies from every member save twenty-five; eighteen he received no replies from, and but seven unfavorable replies. That would make, as I figure it, a result of 150 favorable replies, against seven against, and eighteen no replies.

PETERVAN SCHAACK—The gentleman from Indianapolis could hardly suppose, sir, that I would rise on this floor and make a misstatement. I have in my possession a letter from Mr. Kline himself, upon which I based my statement, and that was at that time he had sent out 135 circulars and received ninety replies.

JOHN N. CAREY—In explanation, I, of course, wish to say that Mr. Van Schaack may have been misinformed, but I appeal to the members of that association who met in Chicago if my figures are not correct, mainly correct. I think they are very nearly so. I have the figures here furnished me.

PETER VAN SCHAACK—I was not present at the meeting at the Auditorium, as the gentleman is very well aware, in my remarks, Mr. President, I alluded to a communication which I had myself received from the chairman. If you will bear with me, I used the term "official." It may have been, and probably was, before Mr. Kline sent out all of his inquiries.

JOHN N. CAREY—I would say, by way of explanation, and I suppose it is not forgotten, that the reports of the chairman of the committee, Mr. Kline, contained the numbers of these different replies.

THE PRESIDENT—Are you ready for the question? Are there any further remarks?

(Calls for question.)

JOHN N. CAREY—I certainly acquit Mr. Van Schaack of making any misstatement. I did not mean my remarks to be misconstrued.

J. C. ELIEL—Before putting the question may I make this clear? They are both right, and both wrong; and it is only a little misapprehension. At the time that Mr. Kline wrote to Mr. Van Schaack,

he gave him the figures so far as he had received them up to that time. When we saw Mr. Kline in Chicago he had received a great many more replies than when he had written to Mr. Van Schaack.

(Calls for question.)

Motion put and carried.

Motion by Mr. Wm. A. Robinson, that the installation of the newly elected officers of the Association be made a special order of business at 8 o'clock this evening. Seconded and carried.

Motion to adjourn carried, to meet at 3 o'clock this afternoon.

SIXTH SESSION.

Thursday Afternoon, Sept. 5.

The convention was called to order by President Main and the synopsis of the proposed plan for the handling and sale of proprietary articles by the National Wholesale Druggists Association was read by Chairman Weller, and each section adopted seriatim as read, after which, upon motion of Mr. Weller, the new plan, with all of the recommendations thereto attached, was adopted as a whole.

The following resolutions were offered and read seriatim and adopted by the unanimous vote of the Association as read:

Resolved, That in order to carry out the plan adopted, it is the sense of this Association that the members of the Proprietary Goods Committee (of the jobbing drug trade of the United States) shall constitute the Committee on Proprietary Goods (of the National Wholesale Druggists Association), except those who may not belong to our National Association; and the President is hereby instructed to act in accordance with this resolution.

Resolved, That the present National Wholesale Druggists Association Committee on Proprietary Goods be authorized to act in the discharge of the duties of both of the above committees until the Proprietary Goods Committee (of the jobbing drug trade of the United States) be appointed, as provided by the new plan, and that they be authorized to divide the country into such sections as will insure every locality a representative on the committee, and if it is found that the number of sections necessary be more or less than thirteen, as provided in the statement of the plan, then the new committee to consist of such number instead of thirteen.

Resolved, That M. N. Kline be elected by this Association as chairman at large of the Proprietary Goods Committee of the Jobbing Drug Trade of the United States, in comformity with the new plan.

Resolved, That the chairman of the National Wholesale Druggists Association Committee on Proprietary Goods be given authority to draw on the treasurer of the National Wholesale Druggists Association for all moneys necessary for preliminary expenses to put in operation the new plan, such money to be repaid to the treasurer as early as practicable.

MR. WELLER—The Board of Control has nothing further to offer, unless you wish to take up the terms of sale and contracts that have been in the hands of all the members, and I presume it is hardly necessary to take any action upon them.

THE PRESIDENT—The Chair will state that the forms of contract are merely commendatory and will naturally have to be adopted by each proprietor for himself. If the convention desires, the chairman of the Board of Control will read them.

Mr. Weller—I would simply offer a resolution that the Board of Control recommends the adoption of the terms of sale and contracts that are herewith presented.

Seconded and carried.

The Board of Control having nothing further to

offer, the President announced that the next order of business would be the report of the Committee on the Time and Place of Meeting next year, which had been made a special order for this time. The report, as previously reported, was read.

SUPPLEMENTAL REPORT FROM BOARD OF CONTROL.

The Board of Control wishes to call special attention to the Secretary's report, which contains some very valuable suggestions, and hope it will be very carefully read by every member of this Association. We are particularly impressed with the part of the report which refers to the life and character of Mr. Samuel M. Strong, our lamented Treasurer. We would approve of the recommendation in the report, that a memorial page with a photo engraving of Mr. Strong be published in the report of the proceed-

ings of the convention.

MR. JOHN N. CAREY-In explanation, I wish to say that since the report of this committee has been prepared there has been another city mentioned which was not before our committee in any manner, and as chairman of that committee-and I think the other members will bear me out in the thought that if it is the wish of the convention to change that to any other city, it is perfectly agreeable—our idea was that Niagara Falls was the most accessible place for all. But it is the wish of your committee to consult the wishes of the convention. We want you to understand that we have not the slightest objection to changing the place of the meeting of this convention, if it is their pleasure to do so. In order to bring the matter before your attention, I move the adoption of the resolution.

Mr. Morrison-I would like to offer as an amend-

ment to the resolution of this committee that we substitute the name of Milwaukee for Niagara Falls, as suggested by that committee. Seconded.

MR. Noves-I came to this convention with the full intention and instruction to give an urgent invitation to the convention to meet in St. Paul at our next gathering, I have refrained from doing so largely because the members present to whom I have spoken thought it would be more desirable that our meeting should be further East or South, and, besides, we have furnished the new President of the Association from our immediate suburb. (Laughter.) There is still another reason, a great misfortune to our sister city, one which has not vet found its way in the papers, but such a sudden and terrible affliction that I hesitate to mention it, and yet a sense of duty impels me to do it. A census was recently taken in the city of Minneapolis, and something like 20,000 people who were found there by their census enumerators at that time have never been heard from since. There is absolutely no trace of them on the face of the earth, although St. Paul has made very faithful search for them. A city where 20,000 people, men, women and children pass out of existence without leaving any trace whatever is certainly a very dangerous place to invite you to. I would like to go to Niagara. I would like still more to go South; I would like to go to Nashville, or to Atlanta. believe it would strengthen the association if some Southern city should be chosen for next year and a later date decided upon. I desire before long to press the claim of St. Paul and to give you an opportunity to note the attractions of our unrivaled city-with a chance at some time for a glimpse of our sister city.

MR. HANCE—When the committee completed its report I was very much gratified to find that Niagara Falls had been chosen. Since that time I have learned that the claims of Milwaukee have been presented to this convention. Philadelphia, it appears, has not been presented to this convention, and I therefore desire to present it now, feeling assured that Philadelphia will be able to entertain our members from a distance as well as they have been entertained in New York, and we will do our best to entertain the visiting member, their wives, daughters and sweethearts. Many of them who have been there before know what we can do, therefore I suggest Philadelphia as the next place of meeting. (Applause.)

MR. FRANK A. FAXON-I wish to second the amendment offered by Mr. Hance, and desire to say a word in favor of Philadelphia. I am generally willing to accept the report of a committee, especially a unanimous one, but I believe if that committee had met to-day their report would have been a different one. When I came here I thought favorably of going to Nashville, and Mr. Neal came prepared to present the claims of Nashville, and he has extended a most cordial welcome to us to visit that city next year, but it occurs to me that perhaps next year will not be the most favorable time to visit the South. Next year at Nashville they are to have a centennial celebration and the hotels are likely to be crowded, unless we select an earlier date, in which event it is likely to be very warm. While I think the meeting of the Association in the South would strenghten our lines there, yet I think next year would not be the best time to go.

Eleven years ago we met in Philadelphia, and we all remember how delightfully we were entertained there. It is a grand place to hold a meeting. It is a pleasant place to visit, with its beautiful parks and rivers, the easy access to the bay, and its historical associations. There is the place where this nation had its birth; there our flag first waved, and there is the old bell that first gave fourth the rejoicing sounds of liberty. I never go to that city without feeling that I am a better American citizen for going there, and I heartily favor and support the amendment of Mr. Hance. I believe if we go to Philadelphia, we will have one of the largest and most successful meetings this association has ever had.

MR. NEAL-We of the South have thought we needed this Association at Nashville. Our Board of Public Works, the Mayor and the Council of our city have extended a pressing invitation to this Association to meet at Nashville next year. want to see you down there, and hope we caninduce you to come. The members of the Southern States have become a little lukewarm, and by having our meeting in Nashville we thought it would arouse them. But the committee saw fit to report in favor of Niagara, and I yielded to their report, and we thought we would postpone the visit to Nashville until some future year. Still we would be very glad to have you all down there with us next year. do not urge it because Mr. Faxon and others seem to think it not best, but still we would be glad to have you down there, and would show you the true Southern hospitality if you came.

The question was now put upon the second amendment substituting Philadelphia in place of Milwaukee, which was carried by a large majority; the question was then put substituting Philadelphia for Niagara Falls as in the committee's report and the Chair announced himself in doubt. A rising vote was called for, and the Secretary announced the vote as 31 in

favor, 18 opposed.

MR. ELIEL—Should the report of this meeting by chance fall into the hands of any one of the 250,000 loyal citizens of our city, and should they read Mr. Noves' remarks and fail to see an answer from me, I fear they would immediately conclude that I had suddenly fallen dead. I therefore desire to say only this: That had that great calamity of which my friend speaks really befallen our city, I am sure, all joking aside, that no one would more freely and more honorably come to our aid than our good friend of St. Paul; for, it must be remembered, gentlemen, that while these cities scrap a good deal among themselves, they may be likened to the two blades of a very sharp pair of scissors, working, it is true, in contrary ways, but very apt to hurt anybody who happens to come between them. (Applause.) And I want to say also, that my distinguished friend reminds me a great deal of the man in the fable who saw an ox in a field and concluded that he would go in and throw him over the fence, and it pleased him so much that he lay in the grass and roared with laughter. He afterwards had cause to thank God that he had his laugh before he tackled the ox. I assure you that when my friend hears from the next census you will no longer here from him upon this topic.

Mr. Noves—Mr. Eliel has put it very well, indeed. It is only a question which can be "the best man." If you will excuse me, I will tell you a short story

illustrating this idea. Pat came home one day with his eyes blackened and his nose badly off the center, his right arm in a sling. His master asked him what was the matter. "I have been to a weddin', Your Honor." "Well, you must have had an interesting time." "Hoult on a bit, and I'll tell you. When I got there I found a man wid a white choker, and his hair parted in the middle, a fussing around, and I asked him very politely who the devil he was. 'I'm the best man.' says he, and he was." (Laughter.)

THE PRESIDENT—The next order of business is the presentation of the report on the amendment to the constitution, as recommended by the Committee on President's Address, Mr. Noves, chairman,

Mr. Noves—I rise simply to move the adoption of the amendment to the constitution. As stated in the President's address, it is merely to authorize the President, in case of a vacancy in an elective office, to fill the same with the consent of the Board of Control, by appointment.

Seconded by Mr. Weller and unanimously adopted. Mr. Robinson read the following resolution which was unanimously adopted by a rising vote:

Resolved, First. That the thanks of this Association are due and are hereby cordially extended to the Committee of Arrangements for their efficient and admirable work in connection with this meeting.

Second. That we would express our high appreciation of the graceful and abundant hospitality on the part of the Denver Chamber of Commerce, the citizens of this beautiful city during our stay and the managers of this hotel for their thoughtful consideration for the comfort of the members and the convenience of the convention.

Third. That we thank the reporters and the press of the city for attendance at the sessions and the reports of proceedings.

The following resolution was presented by Mr. Robinson, and the Secretary putting the question before the house, the resolution was unanimously adopted by a rising vote of the Association:

"Resolved, That the Association desires to record its full appreciation of the faithful and able administration of President Main of the affairs of the organization as the chief executive officer during the year now closing. He lays down the trust committed to him with the esteem, respect and best wishes of the entire

membership."

THE PRESIDENT—Gentlemen, all I can say is, I thank you heartily for the support you have given me during my administration. At the commencement of it I said I would do the best I could, and I have done so, and I am glad that my work has met with your approbation. (Applause.)

Upon motion by Mr. Kelly the Secretary was instructed to prepare and send to each of the families of the deceased members a copy of the report of the Committee on Memorials of Deceased Members, so

far as the same related to such member.

(Calls for speeches on the rebate question.)

(Calls for Mr. Kelly.)

George A. Kelly—I have no doubt that we all feel gratified that the new plan has been adopted, and we have with us, as we hope to always have in our meetings, a number of prominent proprietors. It would be very gratifying to the present Proprietary Committee if any of the proprietors present—they are all well known—would at once, or as soon as practicable, signify their intention to adopt this amended plan, it would certainly encourage the committee very much and help the object. We would like very much to hear from any of the proprietors present who feel disposed to signify their intention to adopt this plan. (Calls for Dr. Pierce.)

Dr. R. V. Pierce-Mr. President and Gentlemen of the Association: I had not intended to take any part and did not in the discussion of the revised plan, or the proposed revision, except in so far as discussions occurred in the committee of which I happened to be a member. I have always felt in regard to these matters of regulating the sale of our preparations, that with this great Association behind the proprietor, no one of us should fear to put our interests in its hands (applause)-in other words, as the politician often says: "I am perfectly willing to put myself in the hands of my friends." (Applause.) I believe that this Association is the friend of every proprietor who pursues proper business methods. Furthermore, I have not favored this resolution entirely for the benefit which I believe it will be for my business personally, or to this Association either. but because I believe that it will benefit our retail friends as well. There was a proposition which came up in the committee that there should be an intermediate quantity for large retailers, but it seemed to some of us that that would continue the opportunity for the department stores to get their goods at a little better price than the smaller retailers. Consequently that small intermediate quantity was voted down, and an intermediate quantity made only for the smaller jobber. I was glad to see that there seemed to be no disposition on the part of any of the large jobbers who are here present to interfere at all with the smaller jobber getting his intermediate quantity, if you please to call it so, at pretty nearly the same price, and at pretty nearly the same terms, which you gentlemen, under this plan, if carried out, will do business under.

It seems to me, therefore, that this plan will result in this: that while department stores will not be shut out from obtaining supplies, and we might as well recognize the fact that they will by hook or crook buy and obtain their supplies in some way, under this plan we believe they will have to pay just as much for the goods as their neighbors, the smaller retailers. While some of us, perhaps would have been glad to have seen an intermediate quantity, \$20 or \$25, as was proposed in this plan, if it had not been for favoring the department stores as well as the larger retailers, yet we saw that we could not discriminate between those buyers; that if the field is to be an open one they must all come in under the same regulations and pay the full long prices for their quantities. To be sure, there will probably be a little feeling on the part of some proprietors, as there has been on the part of the jobbers, who may be giving away some of their secrets to some man, called under this plan the general sales agent. But it should be borne in mind that this general sales agent will not be a man connected with the jobbing trade, and, therefore, the proprietor at any rate, whether the agent be or be not connected with the trade, is giving away his trade secrets to him no more than the jobbers. We are on the same level in that particular, if there is any drawback in that feature of the plan. I for one, as I said in the start, am perfectly willing to undertake to carry out this plan, whether one or two, or a dozen or two dozen, more or less, go into it. I have tried some plans in the past in the endeavor to protect my retail clientage, and I have sometimes asked you gentlemen to do a great deal of work for me which probably did not 16

pay you very well in the long run, because of this desire of ours to regulate this cutting question in the matter of the department stores, and smaller retailers, and we might just as well recognize the fact and admit it, that they are in the field; but I think that this plan as adopted will afford a certain measure of relief to our retail friends, (who certainly have great cause to complain in many of the cities,) because of the fact that they compete with the department store under this plan, as I understand it, on an even basis. (Applause.)

(Calls for Mr. Morrison.)

MR. Morrison—Mr. President and Gentlemen of the Convention: I want to say as a representative of a proprietor that I am perfectly in accord with the sentiment expressed by Dr. Pierce, and that as soon as the plan is in operation I will be very glad to be the second one to adopt it, and to endeavor in every possible way to carry out its provisions. (Applause.)

(Calls for Mr. Bigelow.)

E. A. BIGELOW—Mr. President and Gentlemen: My position is quite different from that of my friend, Dr. Pierce, who has so promptly "put himself into the hands of his friends." He is the originator and owner of the business he represents; I am only an employe. Under these circumstances, I would prefer to place the matter before my principals for their consideration. I have no doubt they will take hold of this new plan, or rather the new administration of the old plan. I do not like to feel that the old rebate plan is wiped out. It has been the habit of the J. C. Ayer Co. to accede to any reasonable request of the trade, and I think you will all bear me out in this

statement, so I feel confident that when the facts are known to the owners, they will be among the first to accept the changes and provisions now proposed. Perhaps they won't "rush to get a front seat," but I think they will not be far behind. (Applause.)

(Mr. Sharp called for.)

H. M. SHARP-I think it is unnecessary for me to say that the house I represent has always been in accord with the rebate plan since it was first brought to its attention. (Applause.) We adopted it early; we continue in it up to this time, and in one shape or another we propose continuing in it as long as it accomplishes the purposes for which it was enacted. There is one feature of the plan as passed here which Mr. Jayne was opposed to when I left. Possibly on my return in explaining the action of your meeting, and the very hearty indorsement it received at the hands of the convention and of Dr. Pierce and others, he may forego and give way in this objection, but whether we work exactly under this plan or under the old one, I think, as I said before, you have every reason to believe that the interests of the jobber will be protected by us in the future as they have been in the past. (Applause.)

(Mr. Pinkham called for.)

MR. PINKHAM—I have been very much surprised. In fact when I came here I had no idea that this new system was so popular with the members, and therefore I have not looked into the matter very thoroughly as regards the details of the working of the plan. The old plan I liked very well and I think the record has been very good in the past, and I did not realize that there was so much dissatisfaction with it as there appears to be during this meeting. How-

ever, I think that there is no doubt but what the concern I represent will fall into line. We are inclined to try to treat our customers all right, and without saying positively that I will go right into it, I certainly will consider it. (Applause.)

(Calls for Wells, Richardson & Co.)

(Not present.)

(Calls for Mr. Robb.)

R. S. ROBB-Mr. President and Gentlemen of the Association: I want to apologize for appearing before you, because it is my first appearance, and, perhaps-I hope it may not be the last. In regard to this meeting of the Association, I came here for the purpose of learning something about the remedies to be proposed in the rebate system of selling our goods. I must say, frankly, gentlemen, that I have learned a good deal since I came. We have not been represented in the years past as we ought to have been, at these meetings. I believe that was largely my own fault, because I should have urged the company whom I represent to have sent someone, but my modesty, if you will permit me to say so, would not allow me to suggest that I go, and consequently I did not come, and nobody else came. Now, as to the new rebate plan, like my friend, Mr. Bigelow, I like the rebate plan, we always liked it, and had it not been that it showed so many weak things, Mr. Chairman, we should like to have continued with it. But we are aware, as well as the gentlemen of this Association, that it had its weak points. They have been fully brought out, and if it could be possible I would like to have the same name retained. Now as to the view that our firm will take of this system, I am not prepared to say what they think.

But I could give you what I think their impressions will be. They are not people who are disposed to put anything in the way of the advancement of anything that is good. They are a little slow, it is true, but they want to be sure they are right, and when they are assured that it is all right, I have no doubt in the world but what it will meet their hearty approval. (Applause.)

(Calls for Mr. Queen and Mr. Newman. Neither

present.)

W. A. Robinson-I was just going to ask you to

have Mr. Kelly make a speech.

George A. Kelly—I am not going to make any speech, but as acting chairman of the committee I think the thanks of the Association are due to these gentlemen who have signified their approval of the plan. Some say they will take it up at once, and others say they will favorably consider it and probably take it up, and therefore I would move you, Mr. President, that the thanks of this Association be tendered to those proprietors who have given us so much encouragement.

Motion seconded and unanimously carried.

John A. Gilman—It is very gratifying, indeed, to have the gentlemen come forward in approval of the new plan. I like very much, indeed, the remarks that have been made that we should consider it also under the name of the rebate plan. I have been a little surprised during the discussion to-day to have the point brought out, or have it made, that the old rebate plan had so many weak points. To my mind there is just one weak point and that is, that these firms who have been selling their goods under these prices have not been loyal to the signatures which

they have given the manufactures. If they had been loyal and stood to their pledges as they are expected to stand by their names when they put them to another piece of paper, we should not have had this discussion; we should not have had any controversy or trouble. I hope we are going to see our way out of it at this time, but the reason that I wish to call the attention of the members of the Association to this is that the rebate plan, the old rebate plan, if you will permit me to so call it, as I understand it, may be continued by some of the manufacturers, and what we want to do as members of an Association. or we want to do when we go back among our fellows who are not here at this meeting is to strengthen every man to stand by the position, which as a man he ought to take, and when he puts his name to a piece of paper or contract with a manufacturers' prices, that there will be no rebating, nor dividing of quantities, and up to the very letter. It seems to me that it is an important matter for us to do. If that is done we ought to have no trouble in this section, no controversy in that section of the country, or any trouble in other localities, but we shall feel that the goods that are sold by these proprietors who may not see their way clear to go into this arrangement, will be sold at the manufacturers' price. that there will be no rebating, nor dividing of quantities, and every man show himself a man by standing by what he has agreed to do. (Applause.)

Daniel Myers—I do not know that it is necessary to emphasize this point, but it certainly will have no harmful effect. It is not the intention of this committee, as I understand it, to abandon the old rebate plan on anything, but it is proposed under

the new plan to try to experiment on a dozen or more of the largest sellers of proprietary goods, and at the close of the year we will see how that matter works on a certain quantity. Then we can discuss the question of eliminating from the old rebate plan of such articles as it may be desirable to eliminate. But the members must not think for a moment there is any intention of abandoning the old rebate plan. We must all stand by faithfully to that, and more so now than ever.

Motion to adjourn, to meet at 8 o'clock this evening, put and carried.

SEVENTH SESSION.

Thursday Evening, September 5th.

President Main called the convention to order at 8:30, and appointed Messrs. Noyes and Robinson to escort the new officers to the platform. The installation of officers was had in the presence of every member who had not left before the hour set for this work. A large proportion of the audience was composed of the wives, daughters and lady friends of the members, and the introduction of each new officer was greeted with rounds of applause.

In introducing President-elect Eliel the President said: "Mr. Eliel, it is a very great pleasure for me, sir, to introduce you to the members of the National Wholesale Druggists Association as their next President." The convention rising, the President said: "Mr. President, I need scarcely remind you of the high honor it is to be elected President of a body of merchants such as those are who compose the Na-

tional Wholesale Druggists Association. They have made no mistake, sir, in electing you to this office, and it gives me great pleasure to introduce you as the President who will preside over our deliberations during the coming year."

MR. ELIEL-Mr. Chairman, Ladies and Gentlemen: There are moments in the affairs of men when they are suddenly confronted with the startling fact that mere words are no longer a suitable vehicle for the expression of their feelings. I am deeply grateful for this honor which you have extended, not to me, but to him for whom in your kindness and charity you mistake me; and I am very much pleased with this action on your part in choosing me as the standard bearer of this organization for the ensuing year, at this time, because it cannot be said that it was the thoughtless act of callow youth, or a deed done in your doddering dotage, but that it came at this time, the twenty-first annual session of our beloved Association, and may be called your first act upon assuming the full duties of matured manhood, and, if I may say so, I consider it your first legal vote. (Laughter.) And I am glad, too, that this great honor has come to me here in this beautiful city of Denver, typical as it is of this great and glorious West, of which we are justly proud, situated on this high plateau, sun kissed and wind swept, and within sight of those glorious peaks clad in their eternal robes of glittering snow, within whose mountain fastnesses lies wealth untold, awaiting the revealing stroke of the pick. And while I am grateful, more grateful than words can express, of this high and crowning honor, conscious as I am at this moment of my shortcomings and limitations, and feeling fully the great responsi

bilities and cares which the acceptance of this office involves, I assure you never before have I so deeply felt the import of the words of the poet who said:

"Who drives the chariot of the sun
Shall lord it but a day;
Better a modest deed were done,
And kept the humbler way.
For rust shall find the sword of fame,
And dust shall hide the crown;
Nor any nail so high his name,
Time shall not tear it down.
The happiest heart that ever beat
Lay in some humbler breast,
Content to find the air so sweet,
And leave to Heaven the rest."

I shall not attempt at this moment any extended remarks, for I do not feel quite sure of myself. And I can only say, knowing as I do and feeling as I do, my utter unfitness for this great office, that I cannot promise you such an administration as that of my immediate predecessor, in whose shadow I now stand, but what there is in me to do for the good of this Association, for its betterment, for the advancement of trade interests and mercantile and correct customs, that I will promise you. And I bespeak for myself for the ensuing year that same kindly consideration, that same loyal support, which you have always extended to this great office in the past. And I indulge the hope that when, a year hence, I shall lay aside this mantle of brief authority that I may do so still with your respect, still with your support and your good-will; and I indulge the hope, also, that we may continue to stand together, man by man and man for man, side by side, battling for the right, and that light and grace may be given us to see the right, that we may upon every occasion do our duty, our whole duty and nothing but our duty. I thank you for your attention. (Applause.)

Vice-Presidents Hover, Gilpin, Owen, Braun and Fall being escorted to the platform, the President said: "Gentlemen, in having been elected to the office of Vice-Presidents of this Association, I can assure you it is no empty honor. You have been selected to represent the various parts of the country, and under our new administration I expect the formation of local associations will be vigorously pushed, and that you will be called upon to represent the incoming President a good deal more than has been the case in the past. Ladies and gentlemen of the Association, I take pleasure in presenting to you the Vice-Presidents of the Association for the ensuing year."

In introducing Secretary Merriam the President said: "Mr. Secretary, it would ill become me to say anything to you regarding the duties of the office, as you have held it so long you know more about it than I could possibly tell you. I have the honor to present to you, ladies and gentlemen, Mr. A. B. Merriam, who has been our Secretary for so long that I cannot remember the time when he was not Secretary.

MR. MERRIAM—Mr. President and Ladies and Gentleman: I well remember, many years ago, when a famous orator of Mississippi, at a public meeting, was called upon to follow a distinquished speaker, he modestly arose and briefly said: "When the eagles are flying in the air, the bats and owls should seek their nests." I also remember that a few years ago you honored the State of Minnesota in calling to the Presidental chair of the Association, an able,

brilliant, and scholarly gentlemen from St Paul, whom we all delight to honor. To-day you have again honored my State, and elected as President of the Association for the ensuing year a distinguished citizen from my own city of Minneapolis, beneath the effulgence of whose presence, Mr. President, I must walk each day, and in the reflection of whose renown I must sit during all the days of the next convention; and I think you will all agree with me that the simile of the Southern orator is most appropriate on this occasion, and that your humble Secretary should not be seen, much less called upon for a speech, at such an eventful time. I thank you.

Messrs. Faxon, Carter and Myers of the Board of Control, being the only members present, were introduced by the President, and addressed the members present as follows:

Mr. Faxon—Mr. President, Ladies and Gentlemen: In looking over this room I am impressed with the rush of events of this country, and the rapid change of customs. Two years ago I passed through a ceremony similar to that which my honored friend has just passed through, but it was different at that time. There were no beautiful flowers and tropical plants. The occasion was not graced by the smiling presence of ladies, and there were no dress suits on the gentlemen. (Laughter.) In coming before you attired as I am this evening, I am afraid you will think that I belong to that "wild and woolly West" of which you have heard, but which you have failed to find in your visit to Denver. (Applause.)

When Mr. Weller, chairman of the Board of Control, left here this evening, he said that he wanted me to make his speech. Now, I will not undertake to

make his speech, but I will say a few words for him. He would probably say that he thanked the convention for the honor conferred upon him. I will say, as he would not say, that he thoroughly deserved the honor which has been placed upon him. He has been a most faithful officer, and the duties of the members of the Board of Control, as the gentlemen of the convention know, are many and onerous. He has served us well

While on my feet I want to say a good word for Denver, and I want to say a good word for Mr. Hover. He has done a wonderful work in preparing the entertainment which you have all enjoyed. It took a great deal of nerve for a man out in this Western country, after the magnificent reception we received in New York, to ask you to meet at this point. In fact, I believe he is the only man west of the Mississippi who possessed a sufficient amount of nerve. (Applause.) But he has shown himself abundantly equal to the occasion, and I am sure we will all go away with the most pleasant recollections of our stay here.

This beautiful city of Denver is a city of which we may well be proud, a place grown up on the plains within a few years—a very short time, inhabited by a people whose hearts are as large as the mountains, and whose natures are as kind as the sun-kissed plains which you came over before you reached the promised land.

Next year we will go to Philadelphia, and I hope there will be as many ladies there as there are here, because we know that if the ladies go, the men will be there. I do believe since the ladies have commenced to attend our meetings—I won't say I be-

lieve, I do know—that the meetings have been more pleasant, and as long as they continue coming out as they have been doing for the last few years, I feel

that the rebate plan is secure. (Applause.)

I want to say a word for Kansas City. figured out among ourselves that next year we are going to Philadelphia. It will be a delightful place to meet; it is a grand old city, and we who were there ten years ago still remember how pleasant our entertainment was. After that we are going South; we will probably go to Nashville. Our future committees on the place of meeting may upset this plan, but that is the way I have it mapped out now, that we will probably go South. We have never been any further south than Louisville, and I don't suppose that is called a Southern city now. Mr. Robinson probably would claim not. We will go down there because we have all heard of the hospitality of the Southern people, and we know the country is arousing now and getting to the front. We will go down there partly to strengthen our lines in that direction and partly for social reasons, and meet those delightful people south of Mason and Dixon's line. After that we expect to be ready for you in Kansas City. We have been a little modest in inviting you there, because we know that the members of this Association and their wives have been accustomed to the best things on earth, and we have not really felt that we had the best things on earth, but we have got them in sight. (Applause.) The future is promising. We have recently acquired dollar gas; we have always had gas there, but not of the dollar kind. We are going to own our own waterworks; we have always had water there, but the city has

not always furnished it. We have a system of improving our parks and boulevards, so that by 1898 they will be most beautiful. That grand bluff, which those of you will remember who have passed through our city, is covered now, it is true, by kindly nature with sunflowers (nature has been kind to us there and stays with us), but we are going to have that parked. When visitors come to us now, we generally take them to the packing houses, and while we are perhaps in the habit there of counting our prosperity by the number of squeals per day in those places, it would not be sweetest music perhaps to your ears. So we hope to have something else to please your aesthetic senses when you come there. This is the program as I see it to-night. With that I will leave you, hoping to meet you all next year in Philadelphia, in the South in 1897, and in Kansas City in 1898. I thank you. (Applause.)

DANIEL MYERS-Since you have been listening to the silver-tongued orator from the Missouri, I am exceedingly reluctant to rise up to say anything, especially since the gentleman from the Hub of the Universe, Boston, the source of all modern ideas of intelligence, has declined to speak. If I possessed the eloquence to command the words that are in my mind, I would speak in a most complimentary manner of the ladies present, arrayed like a bouquet of flowers. It is certainly enough to inspire one gifted withlanguage to flights of eloquence. The gentleman who has preceded me has referred to the various cities that our next meetings will be held in. I believe Philadelphia will be the next that has been decided upon. That, you know, is the City of Brotherly Love, but I trust the ladies will not forget that it

should also be the city of sisterly love, and that the ladies will all be present to make it thoroughly known as such in that direction. So far as the members of this Association are concerned I would just say this: You have all taken a view of the new Board of Control; you are all capable of taking a fair estimate of the quantity of gray matter they carry in their craniums. This should serve as a warning to the regular members that the Board of Control will fairly do its duty. I trust, therefore, that the warning will be sufficient, and that the Board of Control will have no occasion to exercise arbitrarily the powers that you have imposed upon them. I thank you. (Applause.)

MR. FRED. L. CARTER—Ladies and Gentlemen: I think that two speeches from the Board of Control is fully as many as this Association is used to, or, perhaps, I should say, as it can stand. Therefore, I shall only thank you for the honor you have conferred upon me. I suppose you may consider it a reward for work done. You give me more work, for

which I thank you. (Applause).

have had in your eyes.

PRESIDENT MAIN—Before surrendering the gavel and office to my successor I should be deeply ungrateful if I did not thank the members of this Association for the loyal support they have given me during my administration. And particularly do I desire to thank those officers who have been associated with me in carrying on the work of the Association, and especially the chairman of the various committees, through whose efforts my administration has attained whatever measure of success it may appear to

Mr. President, in handing you this gavel, I can only hope you may receive the same loyal and un-

divided support that I have, and I am sure you will get it.

President Eliel here assumed the chair, and asked

for the further pleasure of the convention.

Mr. Cook-Mr. President, Ladies and Gentlemen: It is not often that I intrude upon the time of this Association with any very extended remarks, but this evening I have a pleasant duty to perform, and when I look out over this magnificent gathering I am proud that for the moment, at least, I represent the ladies who have graced this occasion by their presence. As you may know, to many of us Denver has been for several years a promised land, but at last we arrived here, and none appreciate more than the ladies the amount of attention that they have received at the hands of your people, and they desire this evening that some expression be given to that feeling. The gentlemen, I think, have said, how they feel about the work of the Reception Committee and the Committee of Arrangements, but the ladies have felt that they would like to have an opportunity of expressing their feelings, and they have asked me to say to you, and more particularly to Mr. Hover and his able associates, that they have been deeply impressed with all that has been done. They appreciate the many courtesies, they realize the work, the thought, and care that have been required to put into working order all that has been done, and to further emphasize their feelings they have asked me to present to Mr. Hover these beautiful flowers as a token of their appreciation and kind regard. And I beg to assure you gentlemen, that when they leave this beautiful city they will carry with them the most pleasant recollections of what you have done, and of their visit here, and I think to you may be applied the sentiment of those lines:

> And, oh, when others take our place, And earth's green curtain hides our face, When in this room, so silent now, The last new speaker makes his bow, So may your deeds recalled once more In memory's sweet but brief encore, Down all the circling ages run With your friends' plaudit, "Well done!"

(Applause)

MR. W. A. Hover—Ladies and Gentlemen: I can only thank you to-night on behalf of the Committee on Entertainment for the very great surprise you have given us. Without the able assistance of the other members of the committee, it would have been entirely impossible to have carried out the details of the entertainment which we have given you. I therefore wish it understood that to my fellow members of this committee must be given full credit for carrying on the details of the program we have outlined. I thank you very sincerely, ladies, for the very high honor you have conferred upon us in this manner, and assure you, as Chairman of the Committee on Entertainment, that it is more than appreciated. I thank you. (Applause.)

THE PRESIDENT—Gentlemen, what is your further pleasure?

MR. THOMAS F. MAIN—I move that the President thank the ladies for their presence this evening and the pleasure it has given us. (Applause.)

Mr. Brent Good—In connection with the suggestion made by our ex-President, I would call on Mr. Van Schaack to make a speech to women.

MR. Peter Van Schaack—Mr. President, I feel assured that my esteemed friend, Dr. Good, of Carter's Little Liver Pills fame, is out of order and in error on this occasion; that he has no right to call upon any one on this interesting social occasion; that he is not the presiding officer; that he did not couch his motion in the parliamentary manner. I therefore feel, sir, that the Chair should reprimand him rather than inflict upon this intelligent audience any remarks from me, however sweet the subject

might be.

THE PRESIDENT—The Chair is pleased to know that Mr. Good is not presiding officer, but would be very glad if Mr. Van Schaack would in this instance usurp the power of the Chair and make those remarks in my place, for I feel that I am totally inadequate to do so. We are very grateful, in all soberness and in all earnestness, for the presence of these ladies upon this occasion, not only upon this occasion but upon many others. I believe that every member of our organization will support me in this statement, that by coming to these meetings as they have done, by giving us the grace of their countenance and their support, they have added more to the strength of our organization than they dream of. For I want to say to them it is not so much what we say in these sessions that gives us strength and cohesion as the social features of these meetings. Therein lies our strength. That is the mortar which cements us together, and this feature, this social feature, the ladies have brought into our organization, and I say all thanks to them, for we most fully acknowledge the influence that they have exerted. I am quite unable at this moment to find words to express Mr. Hover's

thoughts, and I would only say that I believe you will fully realize and recognize his embarrassment, and I trust you will not ask me to add more to his burden now. (Applause.)

Hereupon, upon motion of Mr. Wm. A. Robinson, the twenty-first annual session of the National Wholesale Druggists Association adjourned until Sept. 30, 1895, at 10 o'clock, unless called together earlier by the President.



BORN 1832.

DIED 1895.



COPY OF REGISTER

Showing names of firms or representatives in attendance. Many omitted to register, and the list is necessarily incomplete.

Albany, N. Y.

Wm. J. Walker.

Atchison, Kan.

J. C. Fox.

Baltimore, Md.

H. B. Gilpin, H. C. Winkelmann, Geo. L. Muth, H. Ivah Thomsen.

Boston, Mass.

C. G. Stone, Fred L. Carter, Chas. W. Cheney, C. B. R. Hazeltine, John A. Gilman.

Burlington, Vt.

Henry Wells.

Cairo, III.

Paul G. Schuh.

Chicago, III.

G. D. Searle,
James R. Owen,
Peter Van Schaack,
Francis Keeling, Jr.,
Edward H. Buehler,
Allan F. Murray.

Cincinnati, Ohio.

N. Ashley Lloyd, W. J. M. Gordon.

Cleveland, Ohio.

L. L. Pope, Daniel Myers.

Columbus, Ohio.

Geo. B. Kauffman, William A. Gill.

Denver, Col.

W. A. Hover, C. L. Hover, H. M. Harding, Geo. W. Reithmann, Edmond L. Scholtz.

Des Moines, la.

C. H. Ward.

Detroit, Mich.

Geo. S. Davis, A. A. L. M. Combs, E. W. Fitch, Fred. M. Odena.

Indianapolis, Ind.

John N. Carey, Chas. S. McBride.

Kalamazoo, Mich.

F. L. Upjohn.

Kansas City, Mo.

Frank A. Faxon, H. W. Evans.

La Crosse, Wis.

James McCord.

Leadville, Col.

Geo. E. Taylor.

Lincoln, Neb.

H. T. Clarke, Chas. J. Daubach.

Los Angeles, Cal.

F. W. Braun.

Louisville, Ky.

Wm. A. Robinson, Richard A. Robinson, Jr., B. C. Neat.

Lowell, Mass.

E. A. Bigelow.

Lynn, Mass.

Chas. H. Pinkham.

Milwaukee, Wis.

A. C. Morrison.

Minneapolis, Minn.

J. C. Eliel,

A. B. Merriam.

Nashville, Tenn.

E. M. Neal,

S. S. Wharton.

New York, N. Y.

Brent Good, Harry H. Good, John M. Peters, C. S. Littell, Arthur A. Stilwell, Henry B. Platt, Andrew B. Rogers, Jr., Frank S. Henry, A. Frank Richardson, C. S. Hotaling, Thomas P. Cook, Hurbert Turrell, S. P. Watson, Geo. A. Fuller, W. A. Smith, Thos. F. Main, Benj. T. Fairchild, J. J. Benjamin, Fred. E. Himrod, James B. Horner, --- Horner, William O. Allison, - Homan.

Omaha, Neb.

C. F. Weller, D. Y. Wheeler.

Parkersburg, W. Va.

A. C. Murdoch.

Peoria, III.

Joseph E. Callender.

Philadelphia, Pa.

C. S. Jones,
Horace M. Sharp,
Edward H. Hance,
J. H. Jefferis,
P. R. Lance,
Geo. B. Bower.

Pittsburgh, Pa.

Geo. A. Kelly,

R. S. Robb,

G. F. Sichelsteil, Jr.

Portland, Me.

E. S. Everett.

Providence, R. I.

Wm. O. Blanding.

Richmond, Va.

G. G. Minor.

San Antonio, Tex.

Geo. H. Kalteyer.

Sioux City, Ia.

A. J. More.

St. Paul, Minn.

Daniel R. Noyes, Fred Schiffman.

St. Louis, Mo.

L. F. Campbell,

H. D. Martin, Edward J. Schell,

J. T. Flavan,

H. S. Merrell,

Wm. J. Fritsch,

H. R. Strong,

Geo. Wright,

C. W. Griffiths,

Theo. F. Meyer.

Syracuse, N. Y.

C. W. Snow, Charles Hubbard.

Toledo, Ohio.

H. E. Marvin.

Waco, Tex.

H. Behrens, Wm. Brenstedt.

Wichita, Kan.

Charles E. Potts.

LOCAL DRUG ASSOCIATIONS.

Western Association of Wholesale Druggists.
M. C. Peter, President, Louisville, Ky. C. P. Frick, Secretary, Louisville, Ky.
Southern Association of Wholesale Druggists.
D. D. Phillips, President, Nashville, Tenn. A. G. Cassell, Secretary, Vicksburg, Miss.
New England Drug Exchange.
CHARLES COOK, President, Portland, Me. Fred. L. Carter, Secretary, Boston, Mass.
Lake Erie Drug Exchange.
R. P. WILLIAMS, President, Detroit, Mich. H. B. FAIRCHILD, Secretary, Grand Rapids, Mich.

Ohio, Kentucky and Indiana Drug Exchange.

JOHN N. CAREY, President,	. •			Indianapolis, Ind.
CHAS. P. FRICK, Secretary,				Louisville, Ky.

to Baralt ton 17 The schunk. Peter Vis School who was and out at one time by Marsell, Styles & Webberth of To keen Not if so do you ne - It the sedent driveller Jan Rendelle Anna Balle. Han ware so well-although for our will a delite god at the time about 10 years & thank but the rate Town whereke - 2 de la ser de son Falentina

although he was a grown man Art & word to think he was such an elega t man. P sa to row in The balon and something told me you were the very gentleman. & personable the become & refer to went doubt to many a young lady & think her mame was Lourse Fan married a - live be the text to the Bal 25 years a you are the buson I become you to be only you be Rosel enough to drop me a line very respectfully Mrs Unia Bell Paroly Les Danos Rayonal.

LOCAL DRUG ASSOCIATIONS.==Continued.

Missouri Valley Drug Jobbers Club.

FRANK A. FAXON, President	,	•	•	 Kansas	City,	Mo
H. W. Evans, Secretary,				Kansas	City,	Mo

Northwest Wholesale Druggists' Association.

PACIFIC COAST ASSOCIATION.

H. Michaels, President,					San Francisco, Cal.
Louis Blumauer, President	,			۰	. Portland, Ore.
ADOLPH MACK, Secretary.	٠.				San Francisco, Cal.
R. E. Davis, Secretary, .					. Portland, Ore.

Drug Section of the New York Board of Trade and Transportation.

JOHN M. PETERS,	•		. '					Chairman.
WM. J. SCHIEFFELIN,						•	۰	Secretary.

Philadelphia Drug Exchange.

John Lucas, President, .			Philadelphia, Pa.
WILLIAM GULAGER, Secretary,			Philadelphia, Pa.

American Pharmaceutical Association.

James M. Good, President, .				St. Louis, Mo.
CHARLES CASPARI, JR., Secretary	,			Baltimore, Md.

Inter-State Retail Druggists' League.

HENRY CANNING, President, .				Boston, Mass.
ROBERT J. FRICK, Secretary,				
robert j. I Rick, Scrietary,				Louisville, Ky.

DATE OF

DELEGATES TO

State Pharmaceutical Associations, During 1895.

STATE.	PLACE OF MEETING.	MEETING.
Connecticut,	Norwich,	Feb. 4.
	Hugh H. Osgood, Norwich.	
	E. C. Frisbie, Hartford.	
	GEO. P. CHANDLER, Hartford.	
	F. S. CALHOUN, New Haven.	
Kentucky,	Mammouth Cave,	May 21.
	F. J. Renz, Louisville.	
Georgia,	. Savannah,	May 21.
ocorgia,	M. A. FALL, Atlanta.	
	THOMAS C. PEEK, Macon.	
Kansas,	Leavenworth,	May 23.
ixansas,	W. C. McPike, Atchison.	2
	i. C. Mel III., Illenius	
Nebraska,	Omaha,	June 4.
	H. T. CLARKE, Lincoln.	
Missouri,	Excelsior Springs,	June 11.
	D. P. DAUGHERTY, St. Louis.	

DATE OF MEETING. PLACE OF MEETING. STATE. Newark, May 22. New Jersey, THOMAS P. COOK, New York. June 4. Sandusky, Ohio, OTTO RAUCHFUSS, Cincinnati. Storm Lake, June 11. Iowa, W. H. TORBERT, Dubuque. GEO. H. SCHAFER, Ft. Madison. MILO WARD, Des Moines. June 18. Eagles-Mere, Pennsylvania, MEIRS BUSCH, Philadelphia. June 25. Saratoga, New York, PRESIDENT THOS. F. MAIN, New York. June 4. Fort Wayne, Indiana, Josiah K. Lilly, Indianapolis. Monteagle, July 17. Tennessee, D. D. PHILLIPS, Nashville. June 25. Mt. Kineo, Maine, WAINWRIGHT CUSHING, Foxcroft. CHARLES M. HAY, Portland. Sept. 10. New Hampshire, Laconia,

PERLEY A. FITCH, Concord. C. H. MARTIN, Concord.



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(1222/ A. A. Min in home of home his it is a some with Alone to t a .. les unfo a estap itter prairielly Var. Land deen a interior of ance tak 1 1.1 pare one so years, how CARRELL BARRENS and of the reignest (in the one let i stous ist you with any et entirerant Truly afrance en Mathison



Wisconsin,

Sheboygan,

JAMES McCord, La Crosse.

Illinois, Peoria, July 24.
CHAS. L. LIONBERGER, Quincy.
PAUL G. SCHUH, Cairo.
THOMAS LORD, Chicago.

Michigan, Detroit, July 16.
RICHARD P. WILLIAMS, Detroit.

South Dakota, Lake Madison, July 15.
W. C. Dockstader, Sioux Falls.
W. M. Bartlett, Madison.
Charles H. Jacquot.

North Dakota, Fargo, July 6.

JAMES H. REYNOLDS, Minneapolis.
GEO. M. ROOT.
E. W. WETHERBEE, Grand Forks.

American Pharmaceutical Association.

Colorado, Denver, Aug. 14.

W. A. Hover, Denver.

F. A. FAXON, Kansas City.

C. F. Weller, Omaha.

COMMITTEES OF

N. W. D. A. for the Years 1895=6.

Committee on Membership.

F. L. Carter, Chairman, Boston, Mas Carter, Carter & Kilham.	SS
F. S. Henry, New Yor Hall & Ruckle.	·k
E. M. Neal, Nashville, Ten Spurlock, Neal & Co.	n
Edward H. Hance, Jr., Philadelphia, P	a
C. G. Bacon, Jr., New Yor C. G. Bacon & Co.	k
H. Behrens,	ex
James. H. Rhodes, Chicago, I	

Committee on Arrangements and Entertainment.

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Omaha,

Poter Van Cohnack,

- 188 Jake Dt.,

Chicago, III.

My doar Van Sohnkor,-

I think you mere and letter of the loth. I sincerely ho again a member of our association. in your application. You have a go who would be very glad indeed to have

Now, as to box and cartage de believe it is the best dan and t

as the jobbers. With kindest regard

Very tr

निस्वाह्मानी प्राण्या क्षेत्र क

el. Teverille international

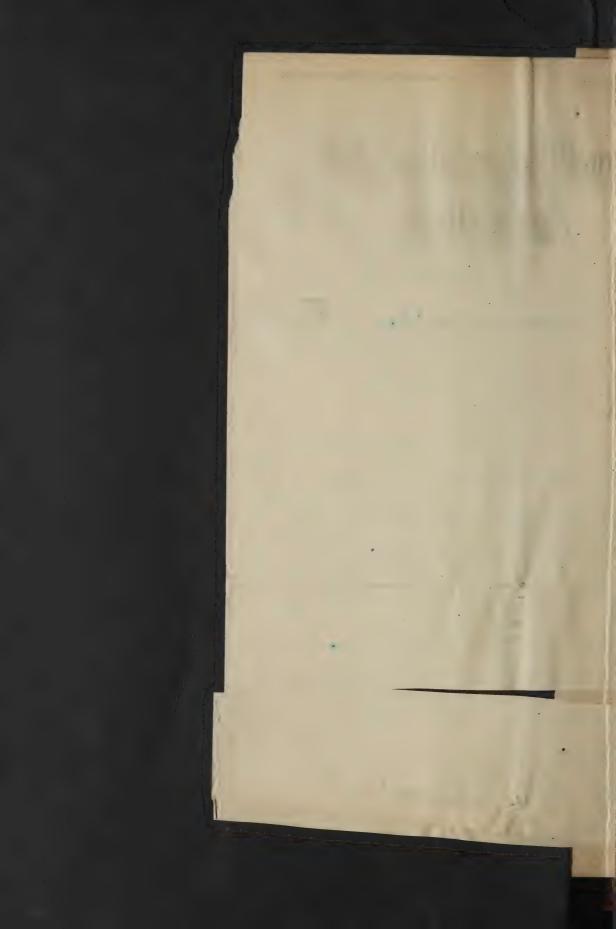
18

or the kind expressions in your that next year will find you cannot afford to lose you. Send many friends in the association you with us again.

We have decided to stand firm.

I remain.

4 MMh



F. H. Rosengarte	n, Rosengarten & Sons.	hiladelphia, Pa.
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Ladies and Gentlemen: -

On the 18th of last month ing the street at Madison and S the cork of his Shoe very grace Track-the consequence was he br thus wisely saved breaking his a graceful decent from his back pavement, where after viewing th up and my Charger was faithfull; Rising to my feet with much agi rode to the store but I soon be ment had proved harder than my crack, and therefore I appear bei bound up in this graceful way. you, as you will observe by my p favors which I can extend to you no great joke, ard if any of you of gymnastics please let me know that I may be asympathetic look DRUG House."



Chicago, Ill., 12-31-1886.

te the unfortunate animal placed

lly in the Slot of the Cable Car

off the cork of his Shoe and

j-in the mean time, however, I made

triking my head on the soft stone

stars for a few moments, I looked

walking round me in a circle.

ty I remounted the Charger and

he conscious that the stone pave
llar Bone which had received a

re you to-day with that shoulder

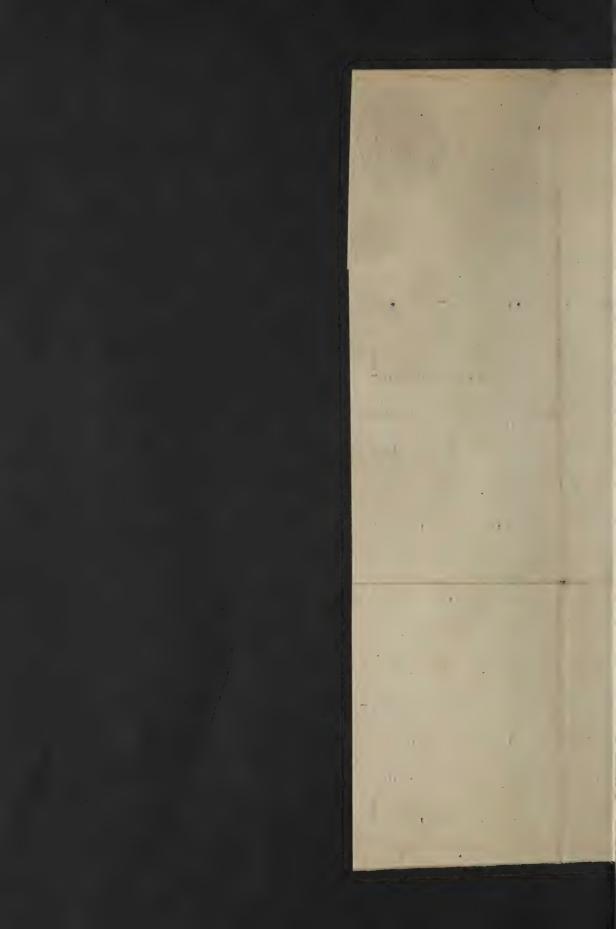
am doing remarkably well, thank

ence on this occasion. Any

e disposed to practice that kind hen you propose making a trial on.

s very truly,

Peter Van Schaack.



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The Dutchman.

RESPONSE TO TOAST BY HON. PETER VAN SCHAACK, VICE PRESIDENT OF THE HOLLAND SOCIETY OF CHICAGO.

1

Mr. Toastmaster, Ladies and Gentlemen:-Our worthy toastmaster has given us a most amusing and interesting speech, but I will gently pass it by, only entering my solemn protest that the time he has consumed shall not be charged to the time allotted to me to deliver a still more interesting speech. I forgive him all, for I notice he happily has such an assuring way, he almost convinces his victim he can make a speech, whether he can or not.

I believe there is a time in every man's life when he wishes he was "the other feller." Ladies and gentlemen, that time to me is when I hear my name called upon to respond to a toast-and I rise tremblingly to my feet, as I know "the other feller" could do so much

better justice to the subject.

My first impulse was to address you in our Mother tongue (laughter) but when I cast my eyes around these tables and see the beneficent face of Dr. Kollen, the scholarly countenance of Prof. Bergen, the very modest face of Mayor Diekema, the innocent features of Brother Birkhoff, our worthy consul, and thinking they might not understand the burning words of eloquence I was about to utter (any better than I should myself) I just concluded to avail myself of the ladies' privilege and change my mind, and will speak to you in plain English what little I have to say.

Why; I cannot tell so intelligent an audience as this anything about Dutchmen, especially to the ladies, for it would be like carrying coals to New Castle.

But I must proceed to my duty. My toast is "Dutchmen." I am credibly informed by the highest authority on Natural History of Hope College, pointing to its president, that the Dutchman is an amphibious animal—because he can live in the water in building his dikes and embankments and then, in turn, live on the land he has so industriously constructed.

Now the Duchman, they tell us, is slow, but all the world admits that whatever he does, he does heartily and thoroughly. A few days ago I heard of a man falling from a ten-story building in Philadelphia, but they are all so very slow there in their movements, that the fall did not hurt him. That is the only way the Dutchmen can be beaten by the Quakers.

Talk about nobility, why, Holland contains more nobility than

all of Europe, for are not all their women Dutch-esses?

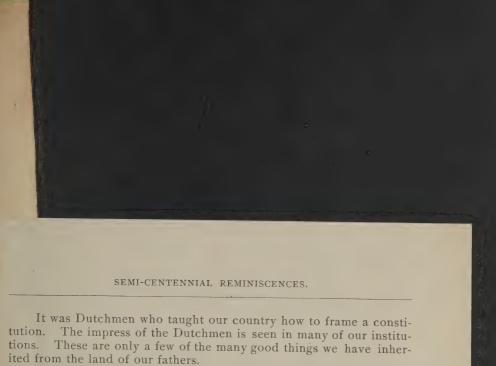
Talk about Paris leading the fashion of the world, why, they copied the Dutchman's breeches and, by mistake, put them on the ladies' arms.

An American told me the other day why he loved to visit "Old Holland." As a boy his mother would never permit him to swear, but when he was in Holland so many of their towns had a "dam" in their name he could "dam" just as much as he wanted to.

Four summers ago it was my privilege to accompany the Commercial Club of St. Louis, Chicago and Cincinnati through the beautiful Shenandoah Valley to Monticello. As we wound our way to the summit of the little mountain on which was built the beautiful home of Thomas Jefferson we passed his monument, on which is cut in lasting stone, "Thomas Jefferson, who wrote the Declaration of Independence." Fellow Dutchmen, do you know upon what model that marvelous document was framed? The very language was that of the Union of Utrecht; that is well authenticated history.

Ladies and Gentlemen, may I digress a moment from my toast? Among our number on that delightful trip to old Virginia was a distinguished lawyer, now residing in St. Louis, lately our minister to Switzerland, Gen'l. Brodhead, who was born at Monticello, and when I tell you his infant hand was once clasped by the hands of Thomas Jefferson, how clearly we can then realize how young our glorious Republic is.

It was the Dutchmen who inaugurated the public school system, despite the claims of our New England friends and the efforts of the school-marms they have sent broadcast through the land to teach the error.



Fellow Hollanders of Michigan, I cannot close these desultory remarks without expressing in behalf of the Holland Society of Chicago our high appreciation of the honor you have conferred upon us, in inviting us to share with you the pleasures of the celebration of your semi-centennial gathering. It is indeed a memorable epoch to you, and you have been equal to the occasion, as the Dutchmen always are, for their hospitality is fully recognized the world over.

Fellow Dutchmen and Dutchwomen—let us rise to the sentiment—the everlasting welfare of Dear Old Holland—Land of our sires—next in our affections to the land of our adoption.



SEMI-CENTENNIAL REMINISCENCES.

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The Dutch Took Holland. 4/1/47

Twenty-five thousand people crowded into the little Dutch city of Holland on the east coast of Lake Michigan last week Wednesday to celebrate the semi-centennial of Dutch immigration into the Northwest. Everybody was a Van on that occasion, whether a Yankee, a Frenchman, a Britisher or a son of Erin. It is stated that one only needed to cry "Van" in a celebration crowd to attract the attention of everybody within ear-shot. The Dutch took Holland in earnest last week.

Elaborate exercises were conducted in the open air and addresses by prominent personages were made. In the evening a banquet was held at Hotel Macatawa. The Holland Society of Chicago was "strictly in it" on all occasions. Hon. G. J. Diekman, ex-speaker of the Michigan Legislature, acted as toastmaster at the banquet, and Peter Van Schaack of Chicago responded in his inimitable style to the toast, "The Dutchman." He said in part: "I am credibly informed by the highest authority on natural history (of Hope College) that the Dutchman is amphibious, because he can live in the water in building his dikes and embankments, and then again live on the land he has so industriously constructed. Now, the Dutchman, they tell us, is slow, but all the world admits that whatever he does he does heartily and thoroughly. A few few days ago I heard of a man falling from a six-story building in Phildadelphia, but they are all so very slow there in their movements that fall did not hurt him. That is the only way Dutchmen can be beaten by the Quakers. Talk about nobility, why, Holland contains more nobility than all of Europe, for are not all their women Dutchesses? Talk about Paris leading the fashion of the world! Why, they copied the Dutchman's breeches and by mistake put them on the ladies' arms. It was Dutchmen who inaugurated the public school system, despite the claims of our New England friends and the efforts of the schoolmarms they have sent broadcast throughout the land to teach the error. It was Dutchmen who taught our country to form a constitution."

DRUG REVIEW.

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know a l But I wis ious, alw right than United St Small a had oceas that it is a have not have is the stool tonig (I don't t' like to ta conversing some stat that you h of Englan army but don't have big." And said: "Wh States wo (Am I go dent?) (Gr ing (appla tacked by nations of attacked b Europe we 000 armed We can di can put 6, year. (G) that, there front line a wall of pass throu So, while of peace w ency, that ened, and we are not that I can be ready f notice Army of th has an authat could they would The War best officer stitutions. tary know! that small througout the conditi rades, in I, then a c

who had e civen, calle front of th to muster." He says, ". Clear. coodrink—Mt. Raetzhold,

The Fon. dehn S. Wise.

Before the war there lived a man whose name time cannot frown.

Although some Johnnies strung him up—his name it was John Brown;

And he a perfect terror was to those who staid in doors

And kept a pack of slayes around to do their pesky chores.

And so one day John started out to get each slave a gun,
And they who owned the slaves found out and got John on the run.
Although John made a stubborn fight it was of no avail,
They got him where the wool was short

and chucked him into jail.

The Governor who ruled the State was not a friend of John's

And you can guess he didn't feed his pris-oner on bon-bons,
But straightway took him out of jail and
sent him to the sky
By means of that long rope cravat which
hangmen learn to tie.

Now with a strapping son and heir this Governor was biessed.

A lively lad as ever walked inside a South-

And when the war broke out he donned a suit of Southern gray.

And when the war broke out he donned a suit of Southern gray.

And made as hard a fight as one who fights with Yankees may.

But when the war was o'er he saw the error of his course.

And dropped his gun, forgot his grudge and joined the Union force.

And never has the Union had or never Union can

Get better blood than fills the veins of this same Southern man.

And now tonight a paradox has happened

And now tonight a paradox has happened in this place—
The son of him who hanged John Brown sits with one of the race
That John gave up his life to free from slavery and toli
And brought upon this land of ours that mighty civil broil.

But if there is in any mind the semblance of doubt
That our old quarrel has been forgot and our old grudge wiped out
Your ears will give you proof of it, if you can't trust your eyes,

By drinking in the eloquence of Gen. John S. Wise.

Archbishop Ireland.

One who proudly holds allegiance to a church and to a creed That in dark, unlighted ages sowed men's hearts with Christian seed,

guest tower in Greibac. them, and they became poly so that they were mignifupon; a gallant steed and shir nodding plume tossed by the If a hostile foot approache border, the statue became war and trampled among the until they were overthrown arned again to its picturesquibe tower.

he tower.
lerican soldier stands on the or in the valley below, a gain times of peace. But whe last is heard, when his could arms, he is transformed an incarnation of valorous decroes of history, none hold place, than the "Americ His distinction extends froelds of Yorktown, where the were trailed in the dust to the rechristening of an lon where the red beams of the lon where the red beams of tell across the battle grounds where the greatest command eturned the sword to a beat

tude to the volunteers is to what he accomplished it wo to fix a limit. He presery Union; he crushed out of slavery and transforn numan chattels into free m the greatest army the wown; he met, not the holicemen of a prince, but same country, kith and eneath the same flag, bree spirit of liberty, from fountains, and inspired by 1 of heroism as inspired the North. hen the soldiers of the Nout,

the North.
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le soldiers of the South,
helr klusmen, who were
lunteer, the greatest sold
heroes that ever kept sid
music of war. They fel
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to the subjugation of the soldiers
to the soldiers of the soldiers

Archbishop Ireland.

To the Chaplain of the regiment whose per cent. of heroes slaiu

Was at Gettysburg the greatest throughout all the bloody plain,

I, who battled with the regiment which endured the greatest loss,

Can extend a comrade's welcome to a soldier of the cross.

One who proudly holds allegiance to a ritten in letters of blood for a mountain will recede into vision and to a creed.

mountains will recede into v

Church and to a creed
That in dark, unlighted ages sowed men's errs will run dry, the arts and hearts with Christian seed,
hearts with Christian seed,
That through centuries of tumult has mains of the American volunte gild the bright horizon of a majesty of Rome.

Worthy of the church he follows, worthy amid shot and shell and fin thunder of cannon and the dayend the groans him boldly stand.

For the freedom of religion we have seen him boldly stand.

Proving that he still is loyal to the title, warrior priest.

And 'tis meet Archbishop Ireland's elout of the old guard, and the was won and the day ends.

Pingree. Senator Hanna entered and was escorted to his sea, by W. J. Conners. The Senator was heartily cheered,

A few moments after Senator Hanna's arrival Commander McConnell rapped for order and announced that there had been a change in the programme, which he thought would be appreciated by the gentlemen present.

"The President and the Commanderin-Chief like us so much that they have decided to alter their plans so that they may be with us longer," said he.

"It was originally intended that they should speak and then leave us to attend to a number of important engagements. They will leave us now and will hurry back in time to speak in their original places on the programme and to spend the evening with us."

There was a cheer as the President and the Commander-in-Chief left the room.

The Toast List.

The toasts were as follows:
"A Welcome to New York"—Gov. Frank
S. Black.
"The City of Buffalo Welcomes the
Frand Army"—His Honor Mayor Edgar B.

Tewett.

"The Nation and Its Defenders"—His Excellency the President of the United States.

"The Grand Army of the Republic"—
commander-in-Chief Thaddeus S. Clarkson.
Song—"Illinois"—Comrade O. B. Knight
of Columbia Post.

"The Army of the United States"—Gen.
Russell A. Alger.

"The General"—The Hon. Henry D. Estabrook.

tabrook. "And the Colored Troops Fought Nobly"

"And the Colored Troops Tought Staget Only Mr. Charles W. Anderson.
"The American Volunteer"—The Hon. C. Porter Johnson.
"Under One Flag"—The Hon. John S.

'The Chaplain"-Archbishop John Ire-

Commander McConnell's manner of introducing the speakers was a novel one. The introductory speech for each was a poetical effort of no little merit, and that the sentiment or humor of each was thoroughly appreciated was shown by the hearty receptions they received.

The introductions for the speakers

were as follows:

For Gov. Black.

In a busy camp of Commerce, with its tents of brick and stone,
Where the noisy factory whistle is the only bugie blown.

bugle blown,
Where the cavalry are trolleys and the
pickets are police,
And the soldlers are the tollers fighting for
the bread of peace.

We, a lot of grim old war dogs, who have battled for the right.
With our rations spread before us are assembled here tonlight.
And we'll fight our battles over as we did in days gone by
When the moonlight was our lantern and our only tent the sky.

At a tree gathered here among us for the bastions of fame
Many after-dinner marksmen of such a and certain aim
That their orutory never fires a jest the does not bring
From the least responsive bosom laught blithe, melodious ring.

And their cartridges are loaded not al with pointed jest.
But with lofty inspirations that will the listener's breast.
And with words of admonition, each a parkling gem
Shaken by these skillful marksmen out wisdom's disadam

wisdom's diadem.

He who leads the van was sent us by queen of all the land.
Whose dominions stretched from Erie the salt Atlantic's strand,
And the foremost of our cities is a daug of this queen,
And a fonder, prouder mother sure world has never seen.

'Tis in this queen's territory we old

diers congregate,
And her name—the whole world knows
is New York, the Empire State.
Welcome sends she by a noble, talented honored son, Gov. Black—whose wit will show you

I have told you of a daughter of the hau Eastern Queen;
There's another, slightly smaller, but of and stately mein,
One whose home is near the torrent has filled a world with awe,
By the simple act of water following g

Boulevards and fairy driveways form for soulevards and inity driveways form for a finger ring.
Set with fewels which are mansions fit any royal king—
And I see by the prospectus she has thou fully unfurled
That she has a proud coal trestle that's biggest in the world.

Buffalo is is what they call her, this set tive belle.

And she is a royal hostess, as we all cknow well,

And though from our first and last fair Chicago, we'd not part,

Still for this New York State beauty the a soft spot in each heart.

But not long since she was wedded by people at the polls To a sunve, whole-hearted fellow, quick wit will glad your souls,

And since he tonight is with us, let us e gets away
Call on Mayor Edgar Jewett and hear
he has to say.

President McKin'ex

Comrades, there's a guest of honor so at our banquet board Who has gained a higher station than won by Cromwell's sword, Greater realm is his than Caesar rule Rome's triumphant years, Grander than was Alexander's when he a conqueror's teams

a conqueror's tears

Stretching out in boundless prairies of fertile, grain-clad hills, Furrowed by a thousand rivers and a lion eith rills, With its serried ranks of mountains ple heaven's cloud-hung dome.

While against its sides two oceans their giant waves to foam.

, the land that owes allegiance to man who shares our feast,

its broad expanse is peopled by the nations of the East, who left their native hearthstones, daring ocean's briny bier, they might erect a Nation where the humblest is a peer. And its broa

Not the iron rule of tyrants or the monarch's right of birth;

right of birth;
His, the sanction of the people and his own intrinsic worth;
Public loyalty his scepter and his people's love his throne:
Crowned with his untarnished honor where shines Wisdom's massive stone.

Such a throne a god might envy, such a crown an angel wear;
And a prouder scepter mortals of this world can never bear;

His, the highest grandest office that the world has ever seen;
His, the most exalted honor that the noblest hand can glean.

Who is he that comes thus honored to the feast which we have spread?
One who like us for his country drew his sword and fought and bled;
One who world-wide fame has garnered, yet

one wno word-wide fame has garnered, yet he is, like me and you, Proud to own that dearest title, "Comrade of the Boys in Blue." And tonight, as fellow soldier who no greater honor seeks Than the comradeship of soldiers, President McKinley speaks.

Commander-in-Chief Clarkson.

When the sanguine flame of carnage shot across the southern sky, Bidding men forsake their labors and in battle fight and die, From a little Western city, destined for a

mighty mart,
Commerce gave a troop of gunners, ready,
eager for their part.

Well they fought from war's beginning to its last triumphant close.

Honored by their fellow-soldiers and respected by their foes.
One of those whom young Chicago gave her country in its need
Still is adding new-got glories to fame's cup of sparkling mead.

But a while ago we placed him where but few can ever stand. Grand Commander of the army time is wip-ing from the land. Now in tribute to the remnant of this once

Now in tribute to the remnant of this once triumphant bost,
Gen. Clarkson will delight us with an old-time army toast.

Gen. Alger.

In the councils of our Nation sits a war dog, grim and old,
One who oftentimes has battled where the cannon's thunder rolled.
One who oft has seen the streaming blood of friend and foeman mix
And who oft has fought on bloodless fields or party politics.

Whether in the smoke of battle, 'midst the screech of shot and shell Or upon the stump politic his old fighting blood will tell. For he is a stalwart warrior, never thinking of defeat, Be it bullets, be it ballots—he would rather fight than eat.

But he's always mild and gentle to the needy and oppressed, For the spark of human kindness burns within his warlike breast, And a Christmas never passes but each newsboy in his town

s a brand new suit of clothing, from his head and shoulders down.

Now he is the guardian statesman of the younger boys in blue
Who have taken up the muskets shouldered years ago by you.
And he'll culogise his fighters, since his mind to fighting leaus—
Our next speak—, Gen. Alger from the land of Wolvering.

of Wolverines.

The Hon, Henry D. Estabook.

Oft we find a brilliant speaker, gifted with a silver tongue;
Oft a man within whose bosom Sappho's golden lyre is strung;
Oft a man where seeds of learning fall upon a fruitful mind;
But 'tis seldom that one mortal has these attributes combined.

Yet there is one that Chicago can at least acknowledge hers;
One whose poems are as music; one whose poems are as verse;
In whose minds thought's gems lie hidden like the pearls beneath the sea.
One, who young, still gives us promise of a statesman that will be.

Worthy of the toast of honor—his the subject most sublime—
Gen. Grant, proclaimed by Bismarck greatest soldier of all time.
Never nobler theme a speaker from historia
annals took;
Never theme had nobler speaker than is

Henry Estabrook.

Mr. Charles W. Anderson.
When, with shoulder pressed to shoulder, shell and bullet we received
That the Union might not perish, something else was then achieved.
In the South a race of people groaning under slavish chains
Marched triumphant through the portals to where freedom ever reigns.

When the cannon roared the loudest, in the

When the cannon roared the loudest, in the thickest of the fray,
These men fought like very demons, holding all their foes at bay.
And we men who fought beside them saw their worth and ceased to scorn,
And within the smoke of battle bonds of brotherhood were born.

We have seen their race advancing through the onward marching years,
Till today we look upon them as our equals and our peers,
And the proudest boast of soldiers is and evermore shall be
That they were the means of setting every negro captive free.

But if any thinks the black man cannot reach the heights of fame
There is one who sits beside us who can put him to the shame;
One whose mind is keen and brilliant, one with language sweet and clear;
One, Charles Anderson, a negro, and, thank God, we have him here.

The Hon. C. Porter Johnson.

When the shots upon Ft. Sumter showed the South was bent on war Throughout all the North they echoed and they roused a mighty corps. That kept flocking to the Southland through the, succeeding years—Men who came without a bidding, gallant, noble volunteers.

noble volunteers.

And I deem it highly fitting that a son of one

of these Should be called to do them honor in these days of peaceful ease. So we've captured from the Senate of the State of Illinois Johnson, whose orations are a Sena-

Continud on Page Two.

torial joy

hat Nation which the Grand Army

Invalue of the Nation which the valor and hereism of the Grand Army saved from destruction.

This double honor our citizens most deeply appreciate. This is evidenced by the hard work they have done for many months in preparation for the event; by the lavish and beautiful decoration of public and private buildings, and by the warm-hearted hospituality with which our guests are greeted and entertained.

From all quarters of this land have assembled here the survivors of the greatest conflict the world has ever seen; to march once more shoulder to shoulder as they did in the days when Grant, and Sherman and Sheridan were in command; to recount the inspiring stories of that struggle—stories of brilliant manoeuvres, of personal gallantry, of the bright incidents of camp life, and the darker scenes of suffering and death; stories of brave deeds as innumerable as the stars, and as unfading in their lustre.

The annual re-union of the soldiers of the war is one of the grandest events of contemporary life. It is so full of pleasure to the gray-haired veteran who takes part in it; so inspiring to the younger genrations with its graphic lessons concerning the freedom of the human race, and the greatness and indestructibility of the American Republic.

A visit from this noble remnant of the best armies that military genius ever organized, makes us as citizens of Buffalo, proud indeed. It is an event that our people will long cherish in grateful recollection. So great an enthusiasm was engendered by the announcement that the Grand Army was to come here, that it seemed to me the call for volunteers to assist in the work of preparation created a spontaneous uprising. That is the way Buffalo went to work to prepare for the visit of the G. A. R. Now that you are here, let me say, that we welcome you with love and veneration, inspired by patriotic gratitude for your noble services in the past. We open our doors to you, and beg to assure you that we have been working, heart and soul, to make this the most successful Encampment th

to make this the most successful Encampment that has ever been held.

I trust that this aim may be accomplished to the end that the proverbial hospitality of the city of Buffalo may be vindicated, and that the veterans may receive such a reception and entertainment as their priceless services and sacrifices entitle them to

reception and entertainment as their priceless services and sacrifices entitle them to receive.

We are mindful also of the distinguished henor which has been conferred upon us by the visit to this city of the President of the United States, himself a veteran of the war and a comrade of the G. A. R. With what pride we took back upon his career and remember that when but a boy of eighteen he shouldered his musket and went out from his home as a private to the defense of his country; how he was promoted for gallantry until he attained the lank of Major of the famous 23d Ohlo Infantry—a title which he proudly bears today. It is many years since this city has received an official visit from the President, a fact which adds to the importance of this event and makes us all the more happy because of it.

I am glad to assure the President that he has come to a city whose people are deeply imbued with the spirit of loyalty and patriotism. The lessons of '76 and '6t have been taught to them in the public schools and at the family firesides. In the homes of our workingmen, especially in those of American birth and education, you will generally find a picture of Washington, Lincoln, or Grant hung in a conspicuous place and regarded with great respect.

A similar feeling goes out toward the President of the United States, the chosen lender of 70.000,000 of free and enlightened people, the incumbent of the most exaulted office that can be attained through the surfaces of American citizens. He is

here now with son and 8 months old spare them? Who our own flesh and of doing what the

No history shows friends, and I don' And I want it und that these young n was no sinecure. friend, Gen. Wise, our hands pretty f licked him, but we my comrades, and stand here and nov of those who lays tion to his soul the those days was on No soldier ever for and patrotism, morpersistence and un cumstances than th gray. (Applause.) to the boys that la of organization and early days of the superior to us; in po remember that we (Applause.) And bravery exalt the both sides have add plause.) Thank blood, we have one ent by the sacrific zenship; we have destiny in which a ested, and to which will soon be equally

But that is not the Republic." back thirty years a me to respond to the Republic" and would do it inside of quarter. I believe of that time have and get through wi quarter. (Laughte understood that the so magnificently in having yet in the siner. (Applause.)

It was a glorious able to climb the Ridge and particip of Old Glory in the (Applause). It wa lege to have been resist the awful Gettysburg. (Appl rades, of all the that magnificent a the grandest of the over themselves w



Are gaining favor rai Business men and lers earry them in pockets, ladies carry

C. J. Lincoln, C. J. Little Rock, Ark.
Chas. S. McBride, Indianapolis, Ind. A. Kiefer Drug Co.
D. O. Haynes, New York.
R. D. McBride, St. Joseph, Mo. C. D. Smith Drug Co.
H. S. Merrell, St. Louis, Mo. J. S. Merrell Drug Co.
James McCord, La Crosse, Wis.
Timothy L. Woodruff, New York. Maltine Mfg. Co.
C. P. Alden, Worcester, Mass.
A. W. Cawthon, Selma, Ala. Cawthon & Colman.
Committee on Box and Cartage.
F. A. Faxon, Chairman, Kansas City, Mo Woodward, Faxon & Co.
C. F. Weller, Omaha, Neb
J. C. Fox, Atchison, Kan McPike & Fox.
W. J. Walding, Toledo, O
James R. Owen,

Committee on Adulterations.

H. W. Evans, Chairman, . Kansas City, Mo. Evans-Gallagher Drug Co.
Geo. H. Schafer, Fort Madison, Ia. Geo. H. Schafer & Co.
Dr. L. H. Harris, Pittsburgh, Pa.
Edward Mallinckrodt, St. Louis, Mo. Mallinckrodt Chemical Co.
J. W. Knox, Montreal, Can.
A. R. McIlvaine, Philadelphia, Pa. McIlvaine Bros.
Albert M. Todd, Kalamazoo, Mich.
James F. Cowee, Troy, N. Y. John L. Thompson, Sons & Co.
Robert Lee Powers, Richmond, Va. Powers-Taylor Drug Co.
Charles M. Hay, Portland, Me. H. H. Hay & Sons.
C. H. Badgely, Albany, N. Y. D. H. Fonda Drug Co.
L. J. Munson, Waterbury, Conn.

Apothecaries Hall Co.

Dr. Herrick Johnson, Rev. E. C. Ray, and the good Thomas Lord have been doing this very thing for the last five weeks. I want to tell them they have done more to harm the admiration for the integrity of the men in the church among the Phillistines than all the preachers in this town will be able to counterbalance between now and Christmas. They have shown a most inexplicable standard of morals-come down to the average standard of society-that the sin of an act lies in its discovery. It does not square with my idea of justice, my conception of abstract honesty, and my ideal of genuine religious consecration, that Dr. Herrick Johnson, Rev. E. C. Ray, and the good Thomas Lord have known for six weeks that Elder Charles M. Charnley stole the missionary funds of the Fourth Presbyterian church and still they kept the knowledge from the police. They patiently waited for him to cover up his sin. They promised him he would not be punished in case he could get money to pay back the amounts he had stolen from the lame and the halt which it is the privilege of this fashionable church of the North side to support. 1. James · 2/11/07 * *

It would be pleasant to have these gentlemen explain their standard of right and wrong. I want to know why they le Elder Charnley get away. It seems to me that it is the duty of the average man-the average man, who may not be even a Presbyterian—to give his right arm to justice and sit up nights to help justice in its work. The three good men did nothing of the kind. They are guilty of helping to rob justice of its due. They let the man escape, and only ran after his bondthought more of getting the money than of getting the man. There is but one conclusion. There has been a revision in the doctrine of John Knox. It is not the duty of ministers and the elders to expose vice and dishonesty and lend a hand to the punishment of thieves. It is better to sit still and try to get the cash. It is wiser and better in keeping with religious ideas to cover up the tracks of the wolf in the fold than to catch the wolf. It would have been all right with Elder Charnley had his rich and fashionable relatives made good his theft. Dr. Herrick Johnson, Rev. E. C. Ray, and the good Thomas Lord would have held their peace forever. The elder would have kept his pew before the shrine of the McCormicks in Rush street.

An Apothecary's Prayer.—In the office of the New College of Pharmacy hangs a quaint picture which was sented to the institution by George F. Seabury. It is an arged copy of an old engraving published in London dy 30, 1801, and is entitled "The Apothecary's Prayer." venerable and rather dilapidated apothecary is kneeling before the throne of Esculapius, and beside him is a huge mortar and pestle. Thus, in substance, runs his prayer: "O, mighty Esculapius! hear a poor little man overwhelmed with misfortunes; grant I beseech thee to send a few swart fevers and some obstinate catarrhs amongst us, or thy humble supplicant must shut up shop-and if it should please thee to throw in a few cramps and agues it would greatly help thy miserable servant, for on the words of an apothecary, I have scarcely heard the music of mortar these two months. Take notice also, I beseech thee, of the mournful situation of my neighbor Crape, the undertaker, who suffers considerably by my want of practice, and loses many a job of my cutting out; enable him to bear his misfortunes with philosophy and to look forward with new hope for the tolling of the bell. Physic those, I beseech thee, that will not encourage our profession, and blister their evil intentions, viz: Such as their cursed new-invented water-proof, and may all the coats be eaten by the rats that are made. But pour down the balm of Gilead on the overseers of the village and all the friends of Galen." Mr. Seabury has the original of the antique sketch.

When it is considered that the work is executed from a swinging scaffold, su

Special Committee on Paris Green.

- Alanson S. Brooks, Chairman. . Detroit, Mich. Williams, Davis, Brooks & Co.
- C. P. Noyes, St. Paul, Minn.

 Noyes Bros. & Cutler.
- Wm. J. Walker, Albany, N. Y. Walker & Gibson.

Committee on Infringement of Trade Marks.

- B. T. Fairchild, Chairman, . . . New York.

 Fairchild Bros. & Foster.
- James E. Davis, Detroit, Mich. Williams, Davis, Brooks & Co.
- E. Waldo Cutler, Boston, Mass. Cutler Bros. & Co.

Committee on Violations of Contracts.

- M. N. Kline, Philadelphia, Pa. Smith, Kline & French Co.
- H. M. Sharp, Philadelphia, Pa.
 D. Jayne & Son.
- E. A. Bigelow, Lowell, Mass. J. C. Ayer Co.

Committee on Relations with Local Associations, City and Inter-State.
ohn B. Purcell, Chairman, . Richmond, Va. Purcell, Ladd & Co.
. C. Fox, Atchison, Kan.
M. A. Fall, Atlanta, Ga Lamar & Rankin Drug Co.
G. F. Baily, Baltimore, Md. James Baily & Son.
N. L. Lyons, Knoxville, Tenn
E. A. Craighill & Co. Lynchburg, Va.
Chas. S. Littell, R. W. Robinson & Son.
Geo H. Kalteyer, San Antonio, Tex. San Antonio Drug Co.

THE WESTERN UNION TELEGRAPH O 21,000 OFFICES IN AMERICA. INCORPORATED .

This Corpany TRANSMITS and DELIVERS messages only on conditions limiting its liability, which have been assented to be Errors on be guarded against only by repeating a message back to the sending station for comparison, and the Company will ne affect the message is filed with the Company for transmission.

This is an UNREPEATED MESSAGE, and is delivered by request of the sender, under the conditions named above.

THOS. T. ECKERT, President and General Manager.

RECEIVED at Gor. Jackson St. and Pacific Ave., Chicago.

DC WS FO 16 Paid

Holland , ich Aug 18th 1897

Peter VanSchaack

Wholesale Deuggist

Have you down for toast " The Dutchmen " Aug 25 at our

Semicentennial banquet wire acceptance . G J Diekema

503F

The Toad and the Salamander as Drugs

Hewlett (Science Progress, July; Lancet, July 31st) shows that the old practice of prescribing preparations of the toad as remedies for dropsy was not so absurd as might at first appear, for, as he has shown, a substance is secreted by the toad's skin that is very like digitalian. toad's skin that is very like digitalin, and hence may have a favorable effect in cases of cardiac dropsy. It would appear that the active principles of the venoms of the toad and salamander are totally different substances from those of snake venom, the former being alkaloidal, while the latter are proteid in nature. Curiously enough, the venom of the toad and salamander is fatal to the animal which secretes it only in comparatively large amounts. The salamander appears to be remarkably refractory to certain poisons; it is only completely "curarized" by forty-three milligrammes of curare, while morphine is apparently quite inactive. It has been demonstrated by actual experiment that the salamander's blood and blood serum act as an antitoxin toward curare. The article seems to show that the belief of the ancients in the venomous nature of the toad and salamander was not altogether devoid of foundation.

Drug Store Lights. .

CHICAGO. Sept. 30.—To the Easter: What is the significance of colored jars in drug stores? How did the custom originate?

CONSTITUTION AND BY-LAWS

. . . . OF THE

National Wholesale Druggists Association.

Whereas—It is desirable to promote fraternal and social relations between the wholesale druggists of the country; to guard against feelings of distrust and jealousy that may at any time arise; to restrain competition by other than honorable methods; to discountenance all customs not in accordance with sound business principles; to establish rules and regulations, whereby all grievances and differences may be fairly and equitably adjusted, we do form ourselves into an association, and agree to be governed by the following Constitution and By-Laws.

CONSTITUTION.

ARTICLE I.

The name of the organization shall be the National Wholesale Druggists Association.

ARTICLE II.

The officers of this Association shall be a President, five vice-Presidents, Secretary and Treasurer and a Board of Control, who shall hold their office one year, or until successors are elected.

ARTICLE III.

Officers shall be elected by ballot at the regular annual meeting; each firm, member of this Association, shall be entitled to one vote, and the candidate who shall receive a majority of the votes shall be declared duly elected.

ARTICLE IV.

It shall be the duty of the President to preside at all meetings of the Association. He shall call special meetings on written application of twenty-five members of the Association.

ARTICLE V.

It shall be the duty of the vice-Presidents to act in the absence of the President, in the usual order.

ARTICLE VI.

It shall be the duty of the Secretary to keep a record of all meetings, and preserve all correspondence of the Association.

ARTICLE VII.

It shall be the duty of the Treasurer to receive all funds of the Association, and disburse the same under direction of the President, or by vote of the Association, and report at each annual meeting. His accounts shall be audited by a special committee of three, to be appointed annually by the President.

ARTICLE VIII.

The Board of Control shall consist of five members, to whom all grievances, or charges of violation of rules, made in writing, by any member of the Association, shall be referred. All reportation, before final action.

ARTICLE IX.

In case of vacancies occurring in elective offices in the interval between annual meetings, the President of the Association is empowered to make appointments to fill such vacancies, subject to the approval of the Board of Control.

ARTICLE X.

Any firm engaged in the wholesale drug business, may, on recommendation of the Committee on Membership and election by the Association, become a member of this Association upon subscribing to the Constitution and By-Laws and payment of ten dollars initiation fee and an annual due of twenty-five dollars. Election of members shall be by ballot.

TE 219

the most important ones, corrected. He is the true friend his advice is often sought and in he often is expected to give the true friends of pharmacy, physes and their tutors are therefore evate pharmacy to make it an which can be entrusted even the hr work; but it must greatly dearrasss the efforts of all these, who are also closely connected pharmacy, instead of giving aid avors, carelessly and thoughtiones at it and smirch it simply a pocketbook.

E. C. GOETTING. the most important ones, are orrected. He is the true friend s advice is often sought and in

E. C. GOETTING.

us that our correspondent lays to the charge of inconsistency m of manufacturers. He admits tion in prescriptions is wrong, ence at least, approves of the if offenders at law, but regards the efforts of manufacturers to dishment in a more direct, less ogether more effective form. It at nothing can be fairer to drugscientionally refrain from subthat physicians should be adnames of those who have less fessional ethics and commercial is no question as to any drugenter into fair and open-handed with manufacturers, but covert in prescriptions is illegal, is dispose and should, in our judging on boldly condemned by the horespects the fair name fion, no less than by manufacturer deprecates the general are made upon pharmacists as a this reason cannot help thinking the names of guilty ones is reason cannot help thinking he names of guilty ones is all concerned.—Editor The the mlar.]

an to Stop Cutting Prices on prietary Medicines.

Lynn, Mass.,

July 21st, 1897. of The Druggists Circular:
time the mice held a meeting plan for their better protection all being. Some wise old fellow if the cats were compelled to twould notify of their approach dyance to enable the mice to advance enable the mice to hing more could be to tholes; nothing more could be lan was adopted with a hurrah, alas, until this day no way has d to induce the cats to wear a or to compel them unwillingly. revised.

are no morals in business as resent.

manufacturer, when asked his r of the latest proposed plan, was "too warm weather yet to subjects." No doubt he was y a plan like the youngest but we all know that heat, if thot water, be applied secunaching head, it gives quicker the head cooler than if cold used. Ergo: in these critages are result of the as the head cooler than ir count used. Ergo: in these critan sent out as a result of the bat Brewing Co. (to whom be raise for their efforts in time search of some remedy for the n to the retail drug business) water, not wishing to throw my attempts that promise the the old lady remarked, she the old lady remarked, she the old lady remarked, she ping coals of fire on the head husband, but she had tried tworked pretty well.

The brochure just received,

award. Some surprise has the unusual custom of one ward. Some the unusual custom of oldected to award prizes sub-his own in competition, or

some obstacle unknown claim to be retail druggis that prevented their

some obstacle unknown that prevented their claim to be retail druggists.

Second, the report. The committee state that papers were received "from the youngest entered apprentice located in the northeast corner," etc. The report certainly indicates this, for the hand of a master, or even of a fellow craftsman is not indicated throughout. It seems to be more a panegyric of the department store, and an arraignment of the retail druggist (with an apology for his temerity in being on the earth), than anything else. Right here, I wish to enter my protest against the statement that the retailers are to blame Right here, I wish to enter my protest against the statement that the retailers are to blame for failures in the past. Those who are at all familiar with the attempts that have heretofore been made, know well enough where to locate the principal part of the blame for failure, and it is not at the door of the retailer either. A plea is made for harmony and united action on the part of the retailers. This must be a Chicago idea of harmony, for in the section labelled "retailers," the retailer is taunted with his poverty, and reminded of his servility to his master, the jobber, in whose section labelled "retailers," the retailer is taunted with his poverty, and reminded of his servility to his master, the jobber, in whose presence he is respectfully requested to remove his heat. Powhers our one retail sharping.

servility to his master, the jobber, in whose presence he is respectfully requested to remove his hat. Perhaps our one retail champion on the committee will bring in a minority report on this section later.

As a literary effort, the report shows a fine command of the English language, and is beautifully expressed. It is well worth preserving, on this account if for no other.

Third, the plan. At a first reading, it seemed that ancient history had only been revived as far back as the Campion plan, but a more careful reading leads one to think we are all expected to become "rum-uns" and members of pretorian bands under the lead of the noblest rum-un of all, who will marshal his cohorts in silver and gold. The chief merit in the plan seems to be the ability to trace goods from the source of supply to the hands of the cutter, and a very complex system is proposed. Did any of the committee, to say nothing of the writers of papers, ever stop to realize the insurmountable difficulty in the way of its execution on the part of manufacturer and jobber? A suggestion is made that the plan would be better perfect if the manufacturer would send a boy with each bottle to stay with until consumed. The leas of the troubles in the past has been tracing goods, and a much simpler method has been used with effect. Your cutter will care little for marks of identification, which he can buy goods without any entering on the books.

Over and above all, any good lawyer would

Over and above all, any good lawyer would find in the plan little difficulty (if attempt be made to enforce it), in obtaining an injunction against either the manufacturer or jobber as a violation of the anti-trust law, in restraining lawful competition. Then would again appear the epitaph:

If I was so soon to be done for, What was I so soon begun for. Pity 'tis, 'tis true, the plan seems to be a hash of all former plans, and doomed to rtain failure, not that it has not many re

rehash of all certain failure,

rehash of all former particles and recretain failure, not that it has not many redeeming features.

Again Chicago crops out in the hint regarding legislative assistance, but just what is in tended in this is problematical, when it is asked that "firms be compelled to sell all person wants," etc. Is it in aid of the cutter the department store, or the retail druggist?

Resumé. The plan, in this section, so fa as I can observe, seems to be like the country man's mare. It was a very fast trotter for the first quarter mile and would then break, losin the heat every time. One day, after anothe futile attempt on the part of the owner to wir some one jokingly asked the horse's pedigree "Pedigre, pedigree," replied the disguste owner, "why she was sired by Boanerges and amed by, by every one who ever owned her. The words of the preacher will still be heard Vanity of vanities; all is vanity and vexatio of spirit.

J. W. Colcord.

Cordol.

Under this name tri-bromosalol has bee placed on the market as a sedative. It is crystalline powder of melting point 195°.

Individuals, firms or companies engaged in business collateral or kindred to the drug business, may be admitted as associate members, in the same manner as provided for the admission of members, except that the annual dues shall be ten dollars. Associate members to enjoy all the privileges of membership, except that they shall be allowed to vote only on the time and place of meeting.

Any assessment in addition to the regular dues shall be levied only on the active members.

ARTICLE XI.

Any person may delegate, in case of sickness or unavoidable absence, a confidential clerk, who shall present written credentials of the firm he represents. His vote shall then be binding on his firm.

ARTICLE XII.

The annual meetings of the Association shall be held at such place and in such month as shall be named in a resolution of the Association adopted at the last preceding annual meeting, and the exact dates in such month shall be fixed by the Committee of Arrangements and Entertainment subject to the approval of the President. But the President may, in the event of an emergency warranting such change, and with the approval of a majority of the Board of Control, change the month and date as well as the place of holding such annual meeting, provided notice of such change shall be sent to every member of the Association not less than thirty days before the date which he shall designate nor less than ten days prior to a date, if any, previously fixed. Special meetings shall be called at any time by the President upon the written request of twenty-five active members of the Association. and notice of such meeting, specifying the object for which it is called, shall be mailed to every member of the Association not less than fifteen days prior to the date on which the meeting is to be held. At all meetings of the Association forty members shall constitute a quorum for the transaction of business.

ARTICLE XIII.

Any amendment to, or alteration of, this Constitution can be made at any annual meeting, by a vote of two-thirds of all the members present and voting. No alteration or revision of the Constitution or By-Laws of the Association shall be made except when said alteration or revision shall have been prepared in writing at a meeting at least twenty-four hours previous to taking action on said alteration or revision.

ARTICLE XIV.

There shall be a standing committee of seven (7) on Membership, whose duty it shall be to secure written applications for membership from parties eligible under this Constitution, and to present them to the Association. All names proposed shall be posted at the entrance of the place of meeting at least twenty-four hours before action is taken upon them.

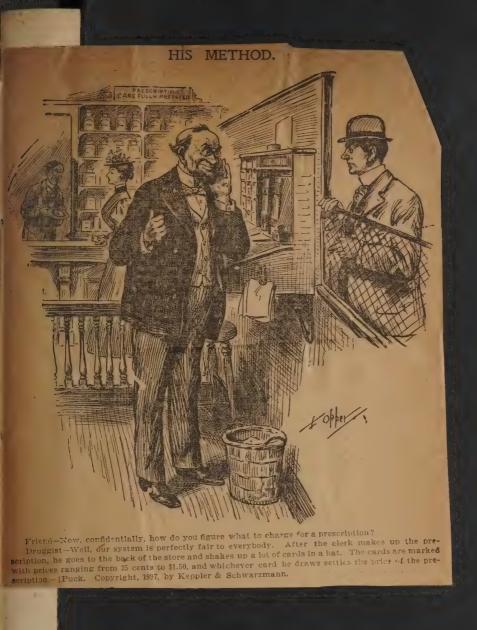
There shall also be the following standing committees, viz.: on Legislation; Proprietary Goods; Drug Market; Memorials of Deceased Members; Adulterations; Paints, Oil and Glass; Credits and Collections; Fire Insurance; Transportation; Commercial Travelers; Entertainment; Fraternal Relations; Violation of Contracts; Infringement of Trade Marks; Passenger Rates and Routes for Delegates to Convention; Box and Cartage; Relations with Local Associations, City and Inter-State; a Committee on Assessment, consisting of the President of the Association, the Chairman of the Board of Control, and the Treasurer, whose duty it shall be to levy an assessment upon the active members of the Association, whenever the condition of the treasury requires it. All standing committees shall be appointed, annually, by the President. There shall also be special committees on Time and Place of Meeting and on Nominations, each of which committees shall consist of five members to be appointed by the President on the first day of the annual meeting, and the report of such committees may be made the subject of such special order as the Association may direct at each meeting.

ARTICLE XV.

Any member, against whom charges have been made, may, after a fair hearing, and upon the recommendation of the Board of Control, be subject to such action as the majority of the Association shall elect.

ARTICLE XVI.

Any member in good standing, retiring from business, and resigning from the Association, may be made an Honorary Member, by vote of the Association, and shall be relieved from the payment of dues.



but a silk muslin is quite different, is no more popular sleeve for transgowns than the three tier frills, edged a narrow ruche of chiffon or lace. A techiffon blouse worn within ine week a dinner given at one of the country by was built of pink silk muslin. The tire blouse consisted of inch tucks. On ach tuck was a quarter ruche of black silk muslin. The sleeves, which hung close to the arms, were also tucked, and two frills of the muslin edged with the black ruches capped the sleeves. This distinctly chie blouse was worn with a black silk muslin skirt tucked from the hem to the waistband. The collar and belt were composed of jet. Above the collar was an accordion plaiting of the pink silk muslin.

Another blouse, which was at once elegant and effective, was built of black silk muslin made very full and gathered from a yoke, back and front, of white Irish crochet lace over black silk. The sleeves were shirred close to the arm and an epaulet of the lace finished the shoulder. The skirt accom-panying this unusual blouse was of black and white dotted muslin, trimmed at the hem with three full ruches of the black muslin. Silk shirt walsts are much in vogue eloth skirts and bothery are worn with smart yokes are for the most part tucked and the blouse part of the skirt hangs full from it. Studs are out of date and the newest shirt waists are finished with a box plait, which acts as a fly, concealing the buttons. Black satin or duck stocks complete these shirts. White alpaca, decorated with bands of guipure and several rows of the narrow black velvet ribbon at the bottom of the are enjoying a considerable vogue. Similar bands are inserted at the hips. The bodices are formed of guipure extending in tabs below the belt. Mme. Rejane, the French actress, recently appeared in some french actress, rscently appeared in some movel and swell creations. A reception gown is composed of crepe de chine and velvet. The crepe is a rose purple and the velvet a rich cream color. From the hem extends, tapering toward the walst, fine embroidery done in silver and amethysts. The body is af arong covered with large. of erape, covered with lace. Another frock worn by Mme. Rejane is built of mauve orchid velvet, that clings closely to the figure. The entire gown is embroidered with silver The front of the bodice composed of white lace pouched over white

and green plaid.

+ + +

reaction which always f of vivid colors, which hav seen this summer. Beige, gray number among the Miroir velours will be empl autumn hats and bonnets. style in bodices is a loose which opens in the front to coat. Black and white beco lar every day. Frocks of striped silks are finished fichus, which are very becom stripe gown has the skirt trin of black satin put on in poi has a Marie Antoinette fi Valenciennes lace ruffles (a) the shoulders by black satir of the fichu falling to the fi skirt. A sash of black sath which are trimmed with jet s which are trimined with jer-black and white silk has a skirt. The blouse is decora edged with black lace put bertha. A pointed belt of fastened with rhinestone an Black and white organdies, ties are deemed very swel One model has a flounced s The sleeves are shirred, and at the top. A broad, black completes this simple but eff

Its Use.

After examining the school having a few minutes to spacestions to the boys on the clin the schoolroom.

"What is the use of that m pointing to one stretched acr of the room.

And half a dozen shrill voic measured articulation:

"Please, sir, it's to hide tead-[Answers.

Facetiously Inter

"One of Mack's bridal preset mower, and it made him furl "Furious? He ought to pleased."

"No; you see, he married a -[Puck.

BY-LAWS.

First.—No member shall be allowed to speak more than twice on any question, at the same meeting, without the consent of the majority present.

SECOND—All speeches shall be limited to ten minutes, unless by consent.

THIRD—The rules governing the proceedings of this Association shall be subject to parliamentary usages.

FOURTH—The members of this Association shall be in honor bound to keep strictly confidential all discussions and transactions of the Association when in executive session.

FIFTH—All grievances submitted to the Chairman of the Board of Control shall be presented as early as possible to the said Board, with the full statement of all parties interested, and the decision of said committee shall be final, subject to appeal to the Association. But in case any member of said Board is interested, he shall not be competent to act.

Sixth—It shall be the duty of any member of this Association to present to said Board of Control, through and of its members, any unfair or unmercantile act of any manufacturer or dealer with whom the members of this Association have dealings, and the said Board of Control shall take such action as they may deem expedient.

SEVENTH—Any member who shall fail to remit his dues to the Association by the expiration of the year, shall be notified by the Treasurer, and should he fail to respond within three months, the Treasurer shall notify the Secretary of the fact, who shall then inform such member in writing, that unless his dues are at once remitted, his name will be dropped from the roll of membership. If, after thirty days, such member is still delinquent, the Secretary shall erase his name from the roll of membership. Any member of this Association who desires to withdraw must give at least thirty days' notice, and shall not be permitted to withdraw until all dues are paid; and if he shall violate any rules or agreement, he shall be subject to such action as this Association shall deem best. There shall be assessed an annual due of twenty-five dollars.

EIGHTH—Any amendment to these By-Laws may be made at any meeting of the Association by a two-thirds vote of all the members present and voting.

NINTH—There shall be not less than two hours' notice in advance given in the open meeting before the election of officers or the selection of place of next annual meeting shall be entered into.

19

ORDER OF BUSINESS.

1st-Call to Order.

2d-Calling Roll of Members.

3d-Reading of the Minutes of Last Meeting.

4th-President's Address.

5th-Election of Members.

6th—Secretary's Report.

7th—Treasurer's Report.

8th—Report of Committees.

9th-Miscellaneous Business.

10th-Installation of Officers.



Los Angeles.

ACTIVE MEMBERS.

Members are requested to report any inaccuracies in these lists and to notify the Secretary and Treasurer of all changes in the style of firm and individual names of companies,

UNITED STATES OF AMERICA.

ALABAMA.

CAWTHON & COLMAN,			
A. W. Cawthon.			Selma.
A. R. Colman.			

ARKANSAS.

CO., C. J., C. J. Lincoln, President. J. H. Brown, Vice-President. W. Wittenburg, Scoretic		Little Rock.
W. Wittenburg, Secretary.		

CALIFORNIA.

RAUN & CO., F. W.,

Agnes Kirk. Mrs. H. C. Kirk.

	F. W. Braun. Lucien Brunsy				•	Los Angeles.
AAS	BARUCH & CO., A. Hass. J. Baruch.				. *	Los Angeles.
IRK,	GEARY & CO., Wm. Geary. H. S. Kirk.	*,	•		•	Sacramento.

LANGLEY	& MICHAELS CO.,	San Francisco.
MACK &		San Francisco.
REDINGT	ON & CO.,	San Francisco.
	COLORADO.	
HOVER &	CO., W. A.,	. Denver.
REITHMA	ANN & Co., J. J.,	. Denver.
TAYLOR,	GEORGE E.,	. Leadville
	CONNECTICUT.	
APOTHE	CARIES HALL CO.,	. Waterbury
CALHOU	N & CO., F. S.,	. New Haven
LEETE &	CO., CHAS. S.,	New Haven
WHITTL	ESEY & CO., CHARLES W., C. W. Whittlesey.	New Haven
LEE & O	SGOOD,	. Norwich
OSGOOD	& CO., CHARLES,	Norwich

MR. BODEMANN—I should like to have instruction, and the foreign delegate can think what he pleases. I don't care for the foreign delegate if I can get the information.

A MEMBER-I was very much pleased with the spirit of the report. I think this is the proper spirit. I think it is high time that the retail pharmacists of this country got on their ear. I have had considerable experience in trade associations. I have been connected with them for a number of years, and I have been before the National Wholesale Druggists' Association asking them for a number of things. I say to you, gentlemen, do not go before the National Wholesale Druggists' Association at all; ask them for nothing. Ignore the National Wholesale Druggists' Association absolutely. It will be the best course for you. You will get all the promises and taffy you want, but as to results you will get none. That is my experience, and I believe that to have been the experience of every committee from the National Retail Drug, now extinct and dead, and from the American Pharmaceutical Association. I advise your delegates to ask the Wholesale Association for nothing. If it is possible for you to organize here and to keep up your organization, then, gentlemen, you will not have to work for nothing. They will come to you. But as long as you are in a disorganized state it will be futile for you to ask for anything. Organize, gentlemen.

MR. BODEMANN—Mr. Ebert said I didn't do my duty. I did my duty but did not have any success. I spent \$50 and got \$7. I thought it was a poor investment. Mr. Cline did not refuse to put the Chicago cutters on the cut-off list because Martin did not send in the names on the list. He has got the letter before him. He simply refused to put the Chicago cutters on the cut-off list because they acted on self defense, and on account of that fact he is a fraud of the first water and a hollow mockery. I want you to instruct me what to say to him when I go to Detroit.

THE SECRETARY—Mr. President: I am requested by the commiltee on arrangements to state that the members of the American Pharmaceutical Association have been invited to meet in the Manufacturers' Building to go through the chemical and pharmaceutical exhibits, and it is the desire of this committee on arrangements that as many of the members of this association as can join with the members of the American Pharmaceutical Association will do so.

THE PRESIDENT—What shall we do with Mr. Bodemann's report?

MR. HALLBERG--I move it be received.

found that according to their figures there was some \$26 odd less collected by the chairman than the chairman himself said had been collected, according to his statement. Then the committee hadn't time to finish afterwards, the expense account, and then the chairman said several bills were missing, he believed. And in order to have the thing entirely in shape, he wanted to get duplicate bills. The chairman took the trouble, for two whole days and one night until twelve o'clock in the morning, and he could hardly spare any time for that purpose, and he took the time to verify that account, and found that he was right. At the time when the league organized and the secretary was fostered upon the association who didn't do his duty as the chairman did. The chairman had to be the treasurer and everything else combined, and you can well understand that when you try to handle four hundred men, and they had to issue from one hundred to a thousand circulars, it required some time and meant a little confusion. The chairman has since that time found that, although he had paid the bills of the printer, that some bills have been put on the account which did not belong to the Inter-State League, and these are the statements that are missing, and I received that statement yesterday, and have it in my pocket. I hope Mr. Ebert will be very careful about his remarks.

MR. EBERT—It took the gentleman from the month of May until now to turn over the names of the membership of the association; that is what I am coming at. There is no reason for getting up here and finding fault with Mr. Cline for refusing to recognize the protest from Chicago, when we haven't got a single name on the Inter-State League as a member of that league. Now, if Mr. Martin's financial account has anything to do with sending the names, that certainly is what I cannot understand. All that was necessary for him was to turn over the four hundred or five hundred names to the president and officers of the Inter-State League, and allow them to forward them to Mr. Cline, to show that the city of Chicago had such a number.

Mr. Martin-Never was asked to turn over these names.

MR. HALLBERG—One of the foreign delegates asked me what kind of an association we have got. Now, I think that this is not very pleasant.

THE PRESIDENT—Mr. Bodemann, as chairman of this committee, objected to his report being received and referred to the committee on publication. He asked for instruction, and the question before the house is what Mr. Bodemann shall do, and this has to be open to the house,

NATIONAL '	Wholesale	DRUGGISTS	ASSOCIATION.
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285

SISSON & CO., T.,							Houtfoud
Thomas Sisson.	,		•	•	•	•	nartiora.
Geo. P. Chandler.							
Frederick H. Chapin.							
TALCOTT, FRISBIE & Co.,		٠			. ,		Hartford.
Edward C. Frisbie.							

GEORGIA.

LAMAR & RANKIN DRUG CO., THE (Incorporated), A	Atlanta.
H. J. Lamar, President.	
H. J. Lamar, Jr., Vice-President.	
M. A. Fall, Treasurer.	
R. R. Evans, Secretary.	

LAMAR & SONS, HENRY J.,				Macon.
H. J. Lamar.				
H. J. Lamar, Jr.				
W. D. Lamar.				
Thos. C. Peek.				
J. S. Hoge.				
J. B. Riley.				

LIPPMAN F	BROS.,			 		Savannah.
L	awrence I	ippm	an.			
Ja	acob Lipp	man.				
L	ewis Linn	man				

ILLINOIS.

BAKER & CO., CHAS. S., Chas. S. Baker. Alonzo Clark.	• .	•	٠		Chicago.
HUMISTON, KEELING & CO., S. A. Humiston. Francis Keeling, Jr. James H. Rhodes.			٠	:	Chicago.
LORD, OWEN & CO.,					Chicago.

Thomas Lord. Geo. S. Lord. James R. Owen.

SEARLE &	C HERETH CO., THE,
VAN SCH	ACK & SONS, PETER, Chicago Peter Van Schaack. Robert H. Van Schaack. Cornelius P. Van Schaack.
ALLAIRE	WOODWARD CO., Peoria. Eliot Callender, President. H. J. Woodward, Vice-President. J. A. Smith, Secretary and Manager. Jas. E. Callender, Treasurer.
COLBURN	-BIRKS & Co., Peoria Walter P. Colburn. John Birks. Henry Simoneau.
SINGER 8	WHEELER, Peoria P. J. Singer, President and Treasurer. W. A. Singer, Secretary.
HARTZ &	BAHNSEN CO., Rock Island B. C. Hartz, President. F. W. Bahnsen, Vice-President. I. L. White, Secretary and Treasurer.
SCHUH D	RUG CO., Cairo Paul G. Schuh, President and Treasurer. H. W. Schuh, Vice-Pres. and Manager. Julius P. Schuh, Secretary.
SOMMER	S DRUG CO., ALDO., Quincy Aldo Sommers, President. Chas. E. Lionberger, Vice-President. Phil. Schanz, Secretary.
WAKEFI	ELD & CO., C., Bloomington C. Wakefield (estate). Oscar Wakefield. Homer Wakefield. Mrs. H. W. Brady.

Established 1806. Wos. 53 and 55 John Street, Wew York, April 28, 1897.

With profound regret we have to announce to our friends and customers the death of Nor. Samuel Colgate, son of the founder of our business, and himself for more than fifty years a member of our firm, and for more than forty years its head. He entered into rest at his residence in Orange, New Jersey, on Friday, April 23d, in the seventy-sixth year of his age, and was buried in the Orange Cemetery on Monday, April 26th.

Che business will be continued without change, and under the same name, by his surviving partners.

Colgate & Co.



Andrew G. Coffin.

Mr. Andrew G. Coffin, of the firm of Coffin, Redington & Co., New York, and Redington & Co., San Francisco, departed this life on Saturday, July 31, in his 81st year.



ANDREW G. COFFIN.

He was one of the oldest, if not the dest, representative of the drug trade the city of New York. He was worn t Nantucket on Sept. 4, 1816, and came New York in early manhood, and enaged in business. In the early forties e engaged in the drug business in 'ew York with his brother-in-law, enry Sherwood, the style of the firm eing Sherwood & Coffin. In 1852 Mr. offin dissolved his connection with this rm and went to California where he agaged in the drug business in Marysille, the style of the firm being Rice, offin & Co. In 1859 this firm was conolidated with the firm of Redington : Co., San Francisco, and Mr. A. G. offin came to New York and estab-shed the house of Coffin, Redington . Co., as a branch of the San Franisco business. This business has been ontinued without interruption since hat time, and will be continued by the urviving partners. Mr. Coffin was a nan of great activity and energy, and terling integrity and was respected by Il who knew him.

The tank was valued at \$7,000. It coained 12,000 barrels of crude oil, narket value of which was \$19,200.

The British Consul at Bagdad, Trey, says: "Batoun kerosene have the American oil out of the met. In the neighborhood of Kerke and Gayyara there are napht prings which, it is believed, woulfice for local demands, but owing effective refinement the oil is so if the uncertainty in the meaning of the product continues a imported."

Late reports from the Royal Company's well on the Mobly far ear Cameron, Monroe county, plats production at 75 barrels a day, tead of 15 barrels, as first estimate. The oil was developed in the Big Injand, and if the well is as good as necessary of the same of the well is as good as necessary of the same of the well is as good as necessary of the well

Jennings Brothers met with a suprise at Elk Fork and will have only small well on the Rose Pricket far. It has been drilled through the san and will be good for less than 25 barels a day. The location of this well 2,000 feet east of the Pipes heirs' guster, and shows that the east side of the southeast extension does not contain the rich producing sand like that four the south of the Pipes gusher.

Judging from the way the late well have been coming in at Benwood, Moroe county, it will only be a short tin intil that pool will be very effectually disposed of. The gushers found the tre a part of its past history, and the fuster period is well advanced. Out of the were producers, and neither good for nore than 10 barrels a day. The stath is month is no better, and at its closmay be worse.

The Fisher Oil Company has drilled its No. 4 on the Neff 160 acres, 10 feed into the sand, and at that depth had not found the pay. It is, beyond doubt a duster. There are but six wells not dirilling in the pool and when they have been completed operations will be at a standstill. On the whole, Benwood has not been a money-maker for more than three or four companies. When the big wells made their appearance it was the producing area could be standard to the producing area could be standard.

INDIANA.

INDIANAPOLIS DRUG CO.,			Indianapolis.
J. G. Mueller.			
H. Pink.			
J. R. Miller.			

KIEFER DRUG CO., A., Indianapolis.

Augustus Kiefer, President.

Chas. Mayer, Vice-President.

Chas. S. McBride, Secretary and Treasurer.

LILLY & CO., ELI,

Eli Lilly, President.

James E. Lilly, Vice-President.

Evan F. Lilly, Secretary.

Josiah K. Lilly, Superintendent.

STEWART, DANIEL,

Indianapolis.

WARD BROS., , . Indianapolis.
B. Ward.
M. Ward.
C. S. Dearborn.

LEICH & CO., CHARLES, Evansville.

IOWA.

EDGERLY & CO., J. W., Ottumwa.

W. T. Harper, President.

A. S. Udell, Vice-President.

E. S. Edgerly, Treasurer.

W. T. Harper, Jr., Secretary.

HORNICK, HESS & MORE, Sioux City.
John Hornick, President.
A. J. More, Vice-President.
S. H. Hess, Secretary and Treasurer.

HURLBUT, WARD & CO., Des Moines.
J. R. Hurlbut.
C. H. Ward.
M. W. Ward.

OLNEY &	McDAID,	Clinton.
SCHAFER	& CO., GEO. H., Fort George H. Schafer. Robert R. Schafer.	Madison.
TORBERT	C, W. H.,	Dubuque.
WILKINS	ON & Co., A. J. Wilkinson (estate). J. F. Kiedaisch.	Keokuk.
	KANSAS.	
McPIKE	& FOX,	Atchison.
POTTS D	RUG CO., THE C. E.,	Wichita.
	KENTUCKY.	
	RNIA FIG SYRUP CO., R. E. Queen, Pres. and Gen. Mgr. (San Fran Geo. A. Newman, Gen. Agent (Louisville).	icisco).
NEAT-RI	CHARDSON DRUG CO.,	Louisville.
PETER 8	& CO., A., Arthur Peter. M. C. Peter. R. A. Peter.	Louisville.
RENZ &	HENRY,	Louisville.
ROBINS	ON-PETTET CO., (Incorporated,) Chas. H. Pettet, President. Wm. A. Robinson, Vice-President. Chas. P. Barton, Treasurer. Worthington Robinson, Secretary. A. Lee Robinson, Ass't Secretary.	Louisville.

RANGER

Counterfeiters of Proprietary Medicines and Packages Run to Earth,

Dr. John Flood, H. Page Guyton and E. C. Bottume Indicted for Conspiracy.

Manufactured and Sold Spurious Medicine, Thus Obtaining Money by False Pretense.

Another gang of alleged counterfeiters and imitation medicine manufacturers has been discovered and arrested by William J. Sutherland, the manager of the Mooney &

Sutherland, the manager of the Mooney & Boland Detective Agency.
Dr. John Flood of 297 North State street, who is at his home too ill to be taken to jail, is practically under arrest.
H. Page Guyton, Chicago manager of the De La Vergne Ice Refrigerating Company of New York, is out of town, but closely shadowed, and he will be arrested on his return to this city.
E. C. Bottume of 1263 West Madison street was arrested today upon a capias, and is now confined in the county jail in default of \$2,500 bail.

of \$2,500 bail.

These three men were indicted by the grand jury on a charge of conspiracy, counterfeiting labels and trade marks and obtaining money under false pretenses, by manufacturing and offering for sale an imitation of a drug known as "Santal Midy," which is put up in small capsules and is distilled from Myson sandalwood by Midy's process.

It appears that Flood and Bottume con-ceived the scheme and engaged Guyton to

help them.

There is absolutely no difference between There is absolutely no difference between the real article and the spurious one, so far as appearance is concerned, except that on the genuine capsules the word "Mildy" is pressed in from the inside, while in the initation it is pressed into the outside.

Of coarse, the contents of the fake capsules are utterly worthless, and have no modified quality.

When Guyton was first apprised of the discovery of his connection with the scheme he dispatched his office boy in hot liable to the holiance of the Debrac House to get a package, take it to his home and burn it.

The boy followed directions until he arrived at his home. There was no fire in the stoves and he did not burn the package of counterfeit labels and wrappers.

They are consequently now in Mr. Sutherland's possession and will be used as evidence against Guyton and his confederates. Bottume is an ex-employe of Park & Davithe Detroit drug firm. he real article and the spurious one, so far

the Detroit drug firm



150 rolls Heavy grain Carpet, per yard.....

75 rolls Best H Wool Ingrain Carpet, per yard

Furnish Your Home Complete.

250 rolls Heavy Tapestry Carpe per yard.....

150 rolls Good Carpet, per yard.....



Solid-Oak Sideboards, neatly carved, polished finish, beveled mirror, well wo.th \$18.00—only

\$7.50



Solid-Oak Combi Book Case and V Desk-French pl mirror-hand car rubbed finish

onth HI. K IR, ak. irms, at. \$1 50.

A WONDER.

Solid Oak Six-Piece Parlor hand-carved frames, well mad finished, covered with plush, to or velour, no one but us







CAPITAL \$10,000,000,20 ESTABLISHED 1844.

Mr. Peter Van Schaack,

Chicago, Ill.

Dear Sir: -

We are pleased to learn to lend the use of your name to the reson the subject of price cutting, and retail druggist in the United State

Associated with yourself and P representing the retailers, and Mr. senting the manufacturer. We proprate shape. In connection with the portrait of each of the prize winner tee to whom the papers were referred pleased to have you send us a good proposed to have you send us a good proposed to have that the proposed phase field and in keeping with the high air

Trusting to hear from you at you

Yours ver



WING COMPANY,

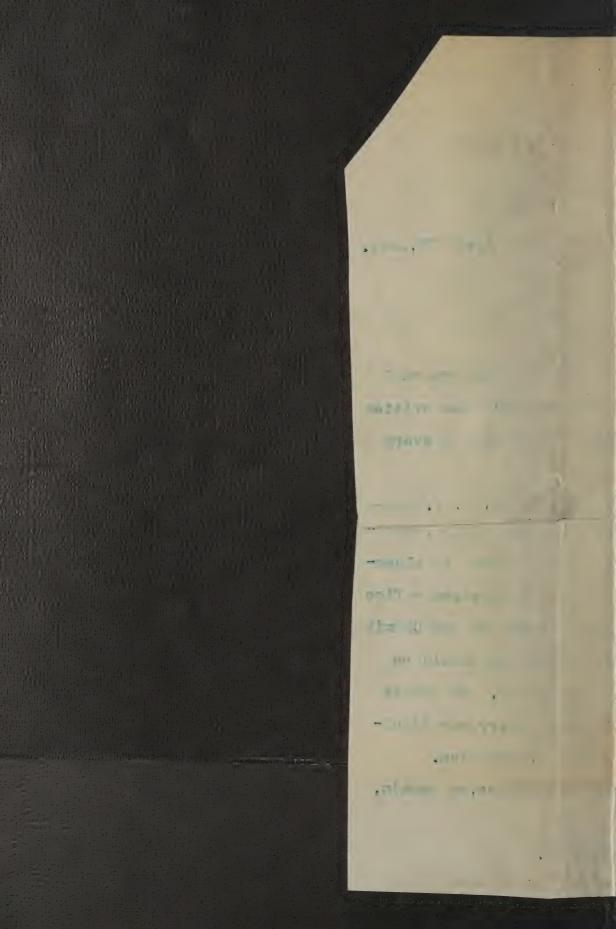
CAPACITY: ,000,000. BARRELS PER ANNUM.

Milwaukee Wis. April 27,1897.

with Prof. Goodman that you will t which the Professor has written ich we propose mailing to every

R. Kathrens of this office, repregetting up this report in elaborort we propose to present a fine and also a portrait of the Committer this purpose we should be stograph of yourself. We assure that will be in every way dignificant the entire proposition.

ABST BREWING CO.



Portland.

Bangor.

LOUISIANA.							
BRUNSWIG, L	. N.,			•		Ne	w Orleans.
Free Cha	CS & CO, R. Finlay. I A. Dicks. s. B. Dicks. I S. Finlay.				٠	. Ne	ew Orleans.
J. С. Т. Н	I. L., Lyons. Lyons, Jr., Lyons. W. Phillip					Ne	w Orleans.
		MAI	NE.				
E. S.	TT & PEN. s. Cook. Everett. s. Pennell.	NELL,	•		•	•	Portland.
	. H., s. M. Hay. ard A. Hay			,			Portland.
	O., JOHN W W. Perkins	s.	•				Portland.

Geo. L. Fogg. Bion R. Lane. William D. Millay.

J. E. Goold.

Caleb H. Cushing.

STANWOOD & CO., E. L.,

MARYLAND.

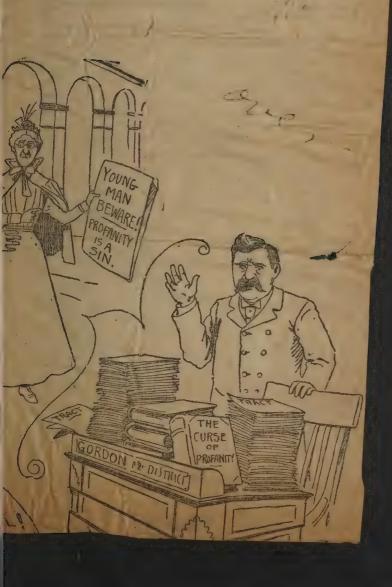
HARTLAND.	
BAILY & SON, JAMES,	Baltimore.
BURROUGH BROS. MFG. CO., Horace Burrough. John H. Emory.	Baltimore.
EMERSON DRUG CO.,	Baltimore.
GILPIN, LANGDON & CO., Bernard Gilpin. Thos. P. Langdon. Henry B. Gilpin. Chas. F. Husted.	Baltimore.
LILLY, ROGERS & CO.,	Baltimore.
MUTH BROS. & CO.,	Baltimore.
SHARP & DOHME,	Baltimore.
THOMSEN'S SONS, JOHN J.,	Baltimore.
VOGELER CO., THE CHAS. A.,	Baltimore.
WINKELMANN & BROWN DRUG CO., John H. Winkelmann, President. F. A. Ohrenschall, Treasurer. C. Stoffregen, Secretary.	Baltimore.

IWS.

ry Circulation, 31,701.

ESTABLISHED 1859.





subscribers' paper. ATTORNEY VAN SCHAACK SHOWS HIS PROFICIENCY MANLY ART.

LAWS AND A LAWBREAKER

awyers Who Do Not Live by Words Alone.

AN ENCOUNTER IN THE CORRIDOR.

ng and Short of It in a Physical Settlement of Differences Brought About by a Few Remarks in Court —Lively Scene Between Limbs of the Law Terminated by the Interonly About ference of Court Attaches.

Attorney N. M. Laws wears a beautiful eranium colored shutter over one of his yes. Around the optic is another color, reen with a dash of mottled blue. As lay be surmised, the blind is intended in rotect what is left of the eye from the old, wintry blasts. The poor little souldindow was given an introduction to the light fist of Attorney Henry C. Van chaack Wednesday evening. The recepon took place in the corridor just outde of the court room of Judge Butler, residing in division 2. There was no ake, no ices and no champagne. The tiff hich caused Mr. Laws' optic to change older and raised a pinkish hue on Mr. an Schaack's right cheek bone was brief ut animated. Mr. Van Schaack can each out to an abnormal length and can vidently hew to the line when occasion emands it. This fist made heroic efforts o cave in Mr. Laws' "sky-piece," hence he cholera-colored drapery. Verbal differness take place quite frequently within he stern walls of the county building mong attorneys.

Before Judge Butler the damage case of C. C. Keys against J. D. Best for \$10,000 or false imprisonment and malicious rosecution was on trial. Not long ago he plaintiff was awarded \$5, and a new rail secured. Mr. Keys is represented by Attorney N. M. Laws, while H. C. Van Schaack looks after Best's interests and is own physiognomy. All day Wednesday he trial butbled with spats between the counsel. Pertinent 'and 'impertinent remarks were exchanged with refreshing reedom and the balliff's hammer kept up a stamp mill motion. At adjournment of ourt at 5 o'clock Mr. Laws' ire had risen to fever heat. He wanted to say something rough, but graciously walked over to his opposing attorney and quietly whispered in the left ear of that gentleman:

"I want to see you outside at once."

It took no sledge hammer to convince attorney Van Schaack that a typhoon

"I want to see you outside at once." It want to see you outside at once." It took no sledge hammer to convince torney Van Schaack that a typhoon is darkening the horizon.

'All right." he demurely answered. I'r. Laws spanned the distance from the ble to the outside door in about two rides, and with folded arms awaited coming of the enemy. The latter, person, made the trip in a fraction over inglide, and flanked his form "forninst" and the trip in a fraction over inglide, and flanked his form "forninst" and the trip in a fraction over inglide, and flanked his form "forninst" and the trip in a fraction over inglide, and flanked his form "forninst" and the trip in a fraction over inglide, and flanked his form "forninst" and the trip in a fraction over in the trip in a

ach pair of eyes—a wicked cleam with transformed the corridor into a wich transformed the corridor into a with their thoughts. Mr. Van Schaack rubbed his towering frame against that of Mr. Laws and looked down into the latter's upturned face Laws is fat, chunky and well knithe would luggle a 185-pound weight and has muscles of corrugated iron.

"You make the remark not long ago that my question was a 'dirty slur' or consthing to that effect, didn't you?" He finally asked.

Mr. Van Schaack thought he did.

"Will you retract it? Make an apolocy?" continued Mr. Laws, warming up to the issue of the moment.

"I have nothing to retract. I repeat it," answered Mr. Van Schlaack.

Biff! Mr. Laws had landed his right. Mr. Van Schaack then assumed the agpressive anti dealt two blows with lightning rapidity, both of which dislodged knocked him into an undignified position. The court appeared; so did others; and



enuter Gordon's Intérview in Y

IM

READY TO RESU

Ute and Ulay M Opened at

ORE CONTRACT

Philadelphia Sm
pany Takes the

Lessees of the Big La erties Completed Contracts Yesterda ments Are Being mence Operations Mines Will Be Pr by the First of Mar Closed Since Last Worked to Fullest

All arrangements in the Ute and Ulay mine are to be worked continuare to be worked continuare to be worked continuare to be worked continuare to the will be a force of 100 me putting 160 tons of crude which will be increased lowing sixty days to 250 1,000 tons of concentrate. A few days ago The N.S. D. Nichoison and Jar the two Leadville miners ators who had secured a on the great lead propert county, were at that the contracts with smelters if of their product, and that tracts favorable to the less they would not work the rired arrangements were and the output goes to ill smelter at Pueblo. This one of great significance.

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sired arrangements were
and the output goes to to
smelter at Pueblo. This
cone of great significance.
On February I.3 Mr.
Leadville for take City to
cleaning and imbering the
have been idle since last Jui
the dismantled machinery
the mills in order. This we
lated to take about two wee
is the day set for starting th
pump. Sevent machine dril
also be started breaking de
three on dead work in differ
the mines. March 1 the bil
ing plants start, reducing th
to a shipping product, and fron
the output will be steady
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by the bodies of ore in sigh
fifth and seventh levels of th
the second of the Ute are in
The dead work, for the time
will be confined to the No. 3
and No. 10 of the Ulay.

MASSACHUSETTS.

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of A



M. J. Breitenbach.

M. J. Breitenbach, of M. J. Breitenbach & Co., came to New York in 1874 with two dollars in his pocket, which represented his entire capital at that time. He was regularly apprenticed to Schoenrock & Kessler, who had two retail drug stores, one on Thirty-fourth street and the other of Pichts and Street and Thirty-fourth street under the personal supervision of Mr. Schoenrock he learned pharmacy in the old-fashioned way. Mr. Schoenrock was a German who had passed what is known on the other side the water as a "Staats Examen," which was a superior test. He made young Breitenbach learn his knowledge by the hard road of experience. All the ointments had to be prepared by hand, and in the case of mercurial ointment this required a whole week of steady application at a big mortar. Mr. Schoenrock was accustomed to come down toward the close of the week to see how the work was progressing. He would take a sample of the ointment, spread it on some white surface and carry it over to the light where he would examine it through a magnifying glass, to see whether he could pick out the globules. If he could see a single globule of mercury he exhorted the boy to renewed exertions.

Mr. Breitenbach was born in Albany, Ga., in 1856, and got most of his education in the public schools of Newark, N. J. He graduated from the New York College of Pharmacy just before it removed from the old University Building in Washington Square. He afterward vorked for Tsheppe & Schur, at Sixtieth street and I aird avenue.

In tose days Dung's Pharmacy, at the corner of Canal treet and the Bowery, was famous. It had been established in 1851 by Albert Dung, when a large proof the well-to-do inhabitants of New York resided bout the Bowery. Mr. Breitenbach secured a positic as clerk in this house in 1878, at which time Albert, C. Dung was then proprietor. He became manager of it in 1881, and owner in 1883. Upon the death of Mr. Dung, Sr., his son, Albert C., removed with his mother and family to Germany, where he now resides. Mr. Breitenbach not only took charge of the store, but was entrusted with a great many fiduciary cares by Albert C. Dung. He prospered and opened a store on Madison avenue in 1891. This venture proving successful, he decided to go into the proprietary business, and

Dingley bill leaves it untor advanced of all the salt preparatest amount of labor, law from 1 cent to ½ cent is ley bill makes no change. In the vicinity of Detra have been invested, and sefor the production of the

for the production of the workmen are employed. invested their capital ask to make the tariff more co Cr me W to make the tariff more cortariff of at least 1 cent a p tic soda and ½ cent a pour for asking this is that they a peculiar class of competare able to make the Unifor their surplus of these were here there are the transfer of these were the transfer of the contact in the cont nec óffi Gr urers have entered into a urers have entered into a have put up prices to such have this surplus exported to A \$8.75 per long ton of 2,240 free on board at Liverpool pool to New York, which long ton, whereas America produce the product as che they are barred out of the pounds. This is a handic American producers are

merican producers are

ched. Caustic soda, the most oducts, because it involves the was reduced by the Wilson pound. Here again the Ding-

pit several millions of dollars veral mammoth plants erected se chemicals. Thousands of the manufacturers who have hat the Dingley bill be revised nsistent. They believe that a bund should be placed on causnd on soda ash. Their reason are brought face to face with ition. English manufacturers ted States a dumping ground products. English manufact-combination in England, and ha figure that they can sell merica at cost, and a price of pounds has been agreed upon, The freight rate from Liverthis syndicate enjoys is \$1 per an soda ash plants, which can eaply as the English, find that free trade English market by of \$6.20 per short ton of 2.000 pof \$5.20 per ton, which the compelled to carry, and in re-

koneion to the victim, which potion caused d out pain. It was of this that Socrates was drink. It is supposed that our poison hemlock with the plant from which this poison was though some authorities differ on the subject. son hemlock is a native of Europe and Asia, been introduced into this country and is comme places in the northern and middle States. It parsley-like leaf and white flowers. Some cas dental poisoning have taken place of people w leaves for parsley. It may be known by its pur stem. All parts of the plant are poisonous, bu are especially powerful. It has not been ve used in medicine, although some physicians cancer and certain nervous diseases, and there are cases on record where poisoning ha in using it in treating that disease. The fac-Greeks used the poison as the means of capi ment led undoubtedly to the custom of taking cital purposes. To commit suicide was hel hose days, and it is a fact that even later, in European cities, the public authorities kept 8 which the poison hemlock was an ingredient, person showed good reason why he should not he was allowed a dose.

With the suicides the habit of murder by fearfully prevalent. It is said that it was that in India the Brahmins instituted the hatee, the self-immolation of the Hindoo wife burning pyre of her husband to put a stop to t which were the outcome of the most trivial in

Aconite.-It is said that in the fourth cen't Phrysa poisoned the queen Satira by cutting a knife that was poisoned on one side only this is a fable or not, it is certain that a known at that time, and could have been in or mouths have, as me call it when we cult ornament in our gardens, is a beautiful plan flowers. It grows in most parts of the world known to the ancient Chinese as an arrow pe root contains the fatal element. A single root been bruised and thrown into a tank of w was intended for a troop of British soldier would have been fatal to all who drank, had I been discovered. In England and on the con used only in very small doses as a medicine, bu so a native once told an Englishman, "it was poison arrows for wild beasts, to the rich f troublesome relations out of the way and to je bands for destroying faithless wives." Its ef tering the human body either through a wound stomach is to depress the action of the hear why it is used with good effect in fevers when of the heart is excessive.

Veratrum Viride.—Any one walking through woods cannot fail to notice the strong fresh leagreen hellebore, which later bears a spike of wars. This plant is used largely in veterinary. The common use of hellebore as an insecticid means modern, for the Romans used it for the as well as in their mice and rat poisons. The rhellebore is the part that contains the poisonous it is very difficult to dig up, for it is a stout born root, which defies the botanist who want collection.

Hyoscyamus Niger.—The hairy weed, hendits yellow flowers, that grows commonly in Gain and in some parts of the United States, hinal properties in its leaves. It is used in a quiet maniacs who become violent. Its root, he reported to have an opposite effect, for the stoon good authority that in a certain doister the at the root of hendane by mistake. In the night all taken with hallucinations, so that the pious

. . St. Paul.

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PAINT, OIL AND DRUG REVIEW.

Published on the 1st and 15th of the Month,

CHICAGO, JULY 2, 1888

PRESIDENT ALSTON:—Gentlemen of the Club I have now the pleasure of introducing to you my old friend Mr. Van Schaack.

Mr. Van Schaack:—Mr. Président and Gentlemen. I have been exceedingly interested in your discussion in the matter of credits, this evening; but I can hardly credit the propriety of your calling upon a very modest drug man to speak on this interesting occasion. When I received the kind invitation to join you to-night, I revolved in my mind what kind of a prescription you would expect a drug man to bring along with him. I have the pleasure of knowing many of you gentlemen for a long while and I therefore concluded from my experience that you would want it in liquid form. I concluded, however, I would wait before writing my prescription, until I could come here and have an opportunity of examining your pulse and seeing your tongues. Some of you gentlemen essays, and I have really come to the conclusion that you have probably hit upon the very best prescription yourselves.

is upon the very best prescription yourselves.

I have always heard, Mr. President, that the paint and ou men of Chicago stood next in rank in the possession of all the manly virtues and good looks among the merchants of Chicago, to the drug men; but since I have been looking around these tables and listening to your very enter-

good looks among the merchants of Chicago, to the drug men; but since I have been looking around these tables and listening to your very entertaining and instructive remarks, I have about concluded that probably the drug men will have to take a second seat. Now gentlemen I have always thought that I would like to be a paint and oil man; you seem all of you to have so much of the suavity in modo, as our old Roman friends would say, and I am not sure if I had the average part which the paint and oil men have of that commodity, I should have long since been a successful druggist. Why you all have such innocent countenances—I am now referring more particularly to the paint men.

No one can convince me sire—I never would give credit to the statement, no matter who would utter it, that any paint man around this table knew what the article barytes was; or that any of these gentlemen had in their huge warehouses any powdered grave-stones. And as for the oil men, what shall we say for them; it is a melancholy state of affairs. Last summer I was stopping at the Hotel Metropole, in London, which at that time was the largest and finest hotel in the great city of London. I will say, by the bye, that it is supported by the wealthy paint, oil and drug men of America. As I was passing through the rotunda I met one of the members of this club. I believe it was Brother Cary; and the report was that he had just arrived in London, and that he had just consumated an immense contract with the Royal Academy of Painting, to supply them with some of his choice colors for their works. I hadn't missed Brother Cary more than half an hour before I spied another of your members and that was Brother McBirney, I am sorry I do not see either of the gentlemen here to-night. But what I saw in London made a great impression on me, and I thought that the paint men must be making heaps of money, the way they were spending it over there. The rumor in London was that Brother McBirney had just returned from Paris, and while there he had made a great c

the escutcheon of France.

Well, gentlemen, you are taking about credits here so seriously:

Now I think after all the wholesale druggist has more trials and tribulations in the way of credits than any other class of merchants. It occurred to me while I was sitting at the table here a few moments ago of an interview which I had a few months since. I was sitting busily engaged in my office writing a heautiful letter—it was not to a lady—and a gentlein my office writing a beautiful letter—it was not to a lady—and a gentlein my office writing a beautiful letter—it was not to a lady—and a gentleman was ushered into my office and taking off his sombrero he deposited it very carefully on this freshly written letter of mine and took a seat before I had an opportunity to ask him to do so. I saw he was a representative from the hoosier part of the country, and he wanted to know if I was "the Old Salamander". Well, I told him that was the title that some of my friends had settled on me about the time of the fire. Well, he said, one of my customers down in his country had told him he had better come and see me about introducing a wonderful hair restorer some of my friends had settled on me about the time of the hre. Wen, he said, one of my customers down in his country had told him he had better come and see me about introducing a wonderful hair restorer that he had discovered, and he wanted to know if I thought it would take in this community. Well, I told him that I knew a good many of my friends who had very intellectual foreheads, commencing at the eye-brow and extending over to the nape of the neck. He seemed pretty well satisfied that he had struck the right spot. I said to him, now can you pronter any certificates as to the efficacy of your medicine. He ad been congating on it for quite a long while, and I thought by that could induce him to retire. Well, he said, "Old Salamander, come, I will tell you all about it." He says, I have a man by the name of Palmer who keeps a tavern up here on State Street who I think would stand by me on a certificate. Well, I said, "Mr. Palmer keeps a very good hotel, and I have no doubt if we could get the right kind of a certificate from him it would effect a great sale." Then I said to him "Well, you have a sample bottle to show, haven't you?" He says, "No, I am going to tell you about it." He says, "When I was crossing the rotunda of the hotel, I had the misfortune to drop my bottle and its contents were scattered over the marble floor. I went to the clerk of the hotel and told him my misfortune, and he ordered a porter to gather up the debris for me. Then I went down to see some fellow countrymen, and on my return to dinner there was a man on his hands and knees just scraping the hair off the marble floor." As he was an oil man I knew he told th truth.

me. Then I went down to see some fellow countrymen, and on my return to dinner there was a man on his hands and knees just scraping the hair off the marble floor." As he was an oil man I knew he told th truth.

Mr. President, allow me, Sir, to congratulate you and your Club upon their wonderful success, upon the wonderful progress you have made in the short time since your inauguration. I hope, Sir, that you will alway have as good a treasurer as you are blessed with tonight, and one that will never go to Canada.

written applications ship from parties eligible under the By-Laws, and to present club for their action," I move to have it read; and to present tion to the executive committee for their action. I would the By-Laws be amended to substantially that effect.

PRESIDENT ALSTON:—Perhaps some of the gentlement of the gentlement of the gentlement.

PRESIDENT ALSTON:—Perhaps some of the gentlemen ilke to say something as to their opinion as to what good accomplished. Say something as to whether they think which I have no doubt we all believe it has been.

MR. CUTLER:—Mr. President; hoping I should be a liste and not called upon to make any remarks, I have not preputu as you have opened the way, and my name has been would state that in my view, the organization which we lead to the past six months, has been, not only one of plead profit, even in no other way than to bring us together and continued the profit of the past six months, has been, not only one of plead profit, even in no other way than to bring us together and continued the profit of the past six months, has been, not only one of plead profit, even in no other way than to bring us together and continued the profit of the past six months, has been, not only one of plead profit, even in no other way than to bring us together and continued the profit of the past six months, has been, not only one of plead profit, even in no other way than to bring us together and continued the profit of the past six months, has been, not only one of plead profit, even in no other way than to bring us together and continued the profit of the past six months, has been, not only one of plead profit, even in no other way than to bring us together and continued the profit of the past six months, has been, not only one of plead profit of the past six months, has been, not only one of plead profit of the past six months, has been, not only one of plead profit of the past six months, has been, not only one of plead profit of the past six months are profit of the past six months. a year. I do not know that we can say we have taken any a year. I do not know that we can say we have taken any have added to the right side of our balance sheet; but I do feel have added to the right side of our balance sheet; but I do feel we know one another better, and that we have every considerate that we shall find we know one another better, and that we have every occassic every confidence in each other; and I am hopeful and confibefore our first year has been concluded that we shall find measures, which we have inaugurated and cerried out here wi great profit to us all. I certainly wish the Club success, and reason why we cannot anticipate the full measure of success had reason to expect when we started forth under our organiz.

Mr. Cohn;—Mr. President, inasmuch as you seem to wan how it goes in the varnish business. I presume I have got to

how it goes in the varnish business, I presume I have got to n remarks to fill in. The splendid table that has been set has I than I anticipated. This is the second time since I have been the Club that I have had the pleasure of meeting with you. I did not want to come, and not that I did not thoroughly first meeting, but it has happened that your meetings have fra day when I have been compelled to be out of the city. When we have raid while I was not of the room to night of course have said while I was out of the room to-night, of course

respond to.

PRESIDENT ALSTON:—I will repeat what I said so that you said that the varnish men were the pride and glory and bea

Mr. Cohn:—And in behalf of the varnish men I fully coin

Mr. Cohn:—And in behalf of the varnish men I fully conyour views. In regard to making a speech, I really do not k which topic to talk. You have here heard of oil, you have marble dust and gravestone dust, and naturally you want some to polish it off, and desire me to do that for you, but I have do pared to do that. If you want to know how the varnish busine tell you the exact condition it is in, if any of you want to future contracts.

Mr. Kotzenberg then delivered a characteristic speech o which furnished him fold advantages of the club meetings frequent arguments explaining his late arrivals at the domici over by the lady who owns him.

MR. JENKINS:—I am sorry to say that I have not been at with you as often as I would like during the past six months: ever I have been here I have enjoyed myself exceedingly, and sure and profit. I think that the various subjects under discevening, have been so well handled that it leaves nothing for I will simply add I here this also will continue to be process. I will simply add I hope this club will continue to be prosper

grow, and that the result of its work will be beneficial to all MR. BARRETT: Mr. President, Iwould be delighted to many words to you; but as I have said before to this club I speechmaker—I simply cannot make a speech, but there are that have been pleasant in connection with our meeting, and that have been profitable. The pleasant things are the many we have to eat and drink and the music we hear. One of the things, is the better acquaintance we have made with each of the President of this Club, and said to him, "Do you know that the president of this Club, and said to him, "Do you know that the president is the president that didn't know my name.

didn't know my name.

PRESIDENT ALSTON:—You have improved in looks so
you joined the club, that I did not recognize you.

Mr. BARRETT:—He did know my name, but he didn't kn
Mr. HAINES:—Mr. President and gentlemen. Brokers
bial for their modesty; they cannot talk very well; but I wo
that this club has accomplished a great deal in promoting a
ing among the trade. If we regulate this question of cred
be a step in the right direction. An glad we can meet

well-doing.

MR. BRADLEY:—In the language of the immortal Rom not here to talk." I have only to say that if this club can of idea of shortening the time and bring it down to as nearly, as possible, it will accomplish great good. I am altogether to my views to suit most of the members. My idea of the protrade, is cash. If we can in any way devise a scheme as to accomplish enough good to pay for our meeting together the payt five years.

the next five years.

the next five years.

PRESIDENT ALSTON:—There is another business interest said anything; I refer to the brush man. We will hear from Mr. ENGLISH:—Mr. President, the head of our house here to visit your convention, and was expected to be here he had been here he would likely have said something which been of interest to this club. But the delegation from M took the train last right and he had to accompany them.

of this club I will apologize for his not being here. I mys got much of anything to say about the brush business. I f the credit system goes, the short time subject, we can not s

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	NEW YORK.
(CO., C. G., New York City. C. G. Bacon. C. G. Bacon, Jr. Crank D. Otis.
I	BRO., H. J., New York City. Genry J. Braker. V. D. Faris.

m veterinary medicine. Its worth as an insect and animal poison were known to the Romans, who employed it to poison vermin.

The Source of Atropine.

The yellow-flowered, hairy weed hen-bane (Hyoscyamus niger), that grows here and in Great Britain, has still different and distinct medicinal properties in its root and leaves. The extract of its leaves is administered to quiet the excitement of acute mania. The root has an opposite effect. Belladonna, or the dead-ly nightshade, yields to the pharmacist the poison known as atropine, an overdose of which will produce delirium. A good many allied species of the plant grow here, although it is not indigenous to the soil. It belongs to the same family as the potato. Well-known cases are on record, by the way, of poisoning from the eating raw of very young potatoes, which seem to contain some of the deadly properties of the belladonna. Atropine is also obtained from the thorn apple (Datura stramonium), a very common poisonous plant which grows in vacant lots, and is recognizable by its prickly burr, and a white flower, resembling the blossom of the morning glory. The drug it yields has been known to the Hindoos from the most remote time under the Sanscrit name of dhatoora. It appears that it was often used to produce insanity in persons in high station when it was feared that their brains in norma

THE ANTIQUITY AND H. TORY OF THE MORTAR

By C. J. S. THOMPSON.

C. J. S. Thompson, who has paid of siderable attention to the historical aspof pharmacy, recently contributed the lowing interesting notes on the most to the *Pharmaceutical Journal*.

The mortar is the most ancient pharmaceutical implements, its earluse carrying us back to prehistoric through the early Briton bruised his gin the hollow of a granite boulder. The solution little doubt, indeed, that mortars we employed for the purpose of bruising reducing hard bodies to powder, turies before medicine as an art thought of or known.

The name is derived from the L.

The name is derived from the Li word mortarium, which is probably if the root mordeo, to bite, akin to the scrit mrid, to grind or to pound; literal meaning of the word being a sel in which substances may be pour with a pestle.

Origin of the Mortar.

The origin of the mortar appear have been identical with that of the or quern, as it was called in and times. The primitive impement used by prehistoric nations for the purpose of crushing their grain, was simply made by hollowing out a cup-shaped hole in a block of stone or granite, and pounding the grain placed in this receptacle with a smaller stone of suitable form. These grain-crushers composed of stone, together with stone rollers and pounders, have been found in the circular huts of the Britons in several parts of North Wales





Fig. 1.

Fig. 2.

This method was also used by the early Jews before the Christian era for crushing their spices and gums, the knowledge of which they doubtless gathered from the Egyptians during the paptivity.

The Mortar in Egypt.

In many of the ancient Egyptian papyri we find directions given to bruise certain herbs and roots, although no mention



Fig. 3.

is made of the implement used for that purpose, but we have proof that mortars were employed by the Egyptians from many ancient carvings of stone still extant. It is interesting to note that the mortar has also been known to several Oriental and savage races from time immemorial, and in the mortar employed by the pharmacist to-day we have an im-



Fig. 4.

plement that links us, not only with prehistoric man, but also with the savage races of the world. In Africa, mortars and pestles of wood have been used from a period of unknown antiquity for the purpose of crushing grain.

The mortar illustrated in Fig. 1 is composed of wood, and was brought from Central Africa. In India, stone mortars

with wooden pestles have for centuries been used for shelling and pounding rice. Fig. 2 represents a Cingalese mortar of stone from two to three feet in height, taken from a drawing of the seventeenth century. Coming to the time of the Roman Empire, we have the first real evidence of the use of the mortar for pharmaceutical purposes. Medicine and pharmacy allied in the time of Celsus, had become practical arts, and we know from the preparations described by that author that practical appliances were necessary. Thus the malagma used as an application to the skin was a kind of soft mass directed to be beaten up to the consistency of a thick paste, and the ingredients of the catapotia were often ordered to be bruised before being mixed.

Roman Mortaria.

Roman mortaria composed of earthenware are very commonly found, and many examples may be seen in most of our museums, among other Roman remains. They were chiefly made for culinary use, and although they vary very little in pattern, the sizes are numerous. The larger ones were, as a rule, very strongly made, and all had a thick divided rim with a rounded moulding.

The inside was roughened with splinters of flint, or hard stone, or hard-burnt earthenware, which was fixed on with a kind of "slip," or liquid clay, with which the Romans finished their ware. A wooden pestle was used with these mortaria, which were, no doubt, chiefly employed for triturating and mixing various condiments for domestic use. The Roman mortarium, shown in Fig. 3, is 28 inches in breadth, and bears the stamp of the maker's name, showing it to be the work of one Publius Raso.

"Mortaria" Exported from England.

Some of the smaller mortaria found are composed of a very white clay of a vitre-ous character, burnt hard like porcelain, and are non-absorbent. These were probably used for mixing more delicate condiments. There were large manufactories for mortaria in Britain, situated chiefly in the south of England at the mouth of the Thames, and in Essex and Staffordshire. From these factories there was a considerable export trade to Rome and Gaul.

Roman Mortars of Stone

Are much rarer, and the one depicted in Fig. 4 is a unique specimen. It was with little doubt at one time used for pharmaceutical purposes. Composed of stone, with a solid square base, it stands about 12 inches high, and is about 8 inches broad. The notches at the corners are evidently intended for fixing it down on a wooden table or slab to keep it steady when being used for pounding or breaking-up hard substances.

The Roman Quern.

Closely akin to mortars are the querns or small mills, used for grinding purposes from the Roman period. In shape they somewhat resembled the mortar, but were covered in at the top, having a hole in the centre through which the pestle was worked. They were made of stone and wood.

A beautiful example of a wooden quern, depicted in Fig. 5, is now in the possession of E. W. Cox, to whom I am indebted for the sketch and other par-

necessary to make quite sure of the results a somewhat different process should be employed. Deniges recommends, where absolute accuracy of results are necessary, that one or two drops of the substance to be examined be placed in a test tube, and three or four times this quantity of powdered acid potassium sul-phate added. On heating this, vapors of acroleine are given off if glycerin be present. As soon as the vapors begin to rise, he plunges into the middle of the tube a glass rod moistened with Nessler's ammonia reagent. Under the influence of the acrylic aldehyde evolved, if giycerin be present, the rod is covered with a brownish red coating. In lieu of Messler's reagent, the following mixture may be used: 2 Cc. of 1 per cent solution of silver nitrate, 2 Cc. of ammonia, and 2 Cc. of 30 per cent solution of caustic soda. This mixture should be heated just to the point of ebullition, and the glass rod plunged into it, and then put into the test tube containing the substance under examination, previously heated with acid potassium sulphate as above indicated. The author thinks that these two reactions are more delicate than that with rosaniline bisulphite.

Copaiba Balsam from Venezuela .-Dietze has examined a sample of copaiba balsam from Maturin, in the State of Bermudez, which was guaranteed by a commercial house of that place to be genuine. It contained a little suspended matter, water, and other mechanical impurities, and had a specific gravity of 0.9849; after filtering the gravity was reduced to 0.9832. The clear liquid was of a golden yellow color, non-fluorescent, of aromatic smell; on mixing with ether, absolute alcohol, amyl alcohol, benzine, or chloroform, a clear solution was obtained; 90 per cent alcohol gave a slightly to 130° it did not gelatinize (test of Pharmacopoeia of U. S. A.). With petroleum benzine it gave a cloudy mixture, which, according to Hirsch and Schneider, shows the presence of gurjun, colophony or turpentine; from this copious flocks separate, whilst the supernatent fluid is clear and colorless. On evaporating a weighed quantity on the water-bath to a constant weight, Dietze obtained 59.28 per cent of a clear, brittle resin. The balsam answered well to the carbon bisulphide test of the German Pharmacopoeia and to Enell's test (to 4 Cc. acetic ether, 2 drops conc. H₂SO₄, 6-8 drops of balsam are added; within 15 minutes no red or violet coloring should ensue, and on addition of a drop of water no red colored sediment should separate). The acid, ester, and saponification number of this sample (I.) and of two samples of Maracaibo balsam (II. and III.) are given:

Acid number I. II. III. Ester " 4.26 6.2 5.77 Saponification 82.43 90.2 88.31

Estimation of Morphine in Opium.

The following process for the determination of morphine in opium has been proposed by Grandval and Lajoux. (*J. Pharm. Chem.*, 1897. No. 4.):

Triturate carefully 10 Gm. of the opium under examination with 40 Gm. of water. Throw the whole upon a folded filter, wash out the mortar with 40 Gm. additional of water, and pour this also upon the filter. When the liquid ceases from dropping, throw the residue, filter paper

and all, into the mortar and the an additional 40 Gm. of water paste. Throw this upon a sand wash with water until ceases to have either colon Evaporate the filtrate and the on a water bath until the who Gm. To this residue add 1 per cent alcohol and allow the stand for half an hour in or calcium mechanate and sulp may precipitate out.

Now moisten a small s with 60 per cent alcohol, pou upon it, and, after the liqui through, wash the filter by a alcohol drop by drop aroun of the filter, keeping the fubetween whiles, so that the r filter will not become dry, work 10 Cc. of alcohol can suffice for the complete dethe residue and of the filter.

To the filtrate add ammodrop, agitating constantly odor of ammonia is discertinue the agitation for sevafter this has been done. To of morphine begins very rakaloid eventually forming a precipitate, which should be stand in a cool place for the Now throw this upon a work which will be stand in a cool place for the filter well and allow it to thoroughly dry, wash the the filter drop by drop with alcohol until the filtrate conless. About 25 Cc. should spurpose. Dry the colorless contents at 100 degrees C. at this wise the combined will be should be sho

mixture with 5 Gm. of pu order that it can be more easily chloroform) and then of chloroform. The latter of the narcotine, leaving the phine upon the filter, which dried at 100 degrees C. and this process morphine hydrawhich is insoluble in chlowhich loses its water of only at 120 degrees C.

COMMON PLANTS MEDICINE.

Romance of the Cinch

Huge, richly colored ster tures of blossoming plants illustrated the closing lectur lumbia University popular livered by Prof. Smith Ely College of Pharmacy, of the York, on Saturday, April 3, ican Museum of Natural I subject was "Medicinal Pl large audience listened with our

Prof. Jelliffe traced the dethe science of botany from period, when doctors we pharmacists, and physicians, ent day, when the pharmacisthe expert middleman, wh compounding the medicina plants and exact knowledge rendered it unnecessary for to bother his head about enumerated the herbs and flowers that were supposed in our forefathers to possess in

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For producing two or more colors says: in show bottles for druggists' windows the heavy benzine is the best. As it is the lightest liquid likely to be employed, it will form the upper color and, therefore, have the best opportunity to evaporate. This should be avoided by using properly fitted stoppers in the bottles. For two colors, water and benzine can be used, and for three colors, water, benzine and chloroform. The chloroform settles to the bottom, the water occupies the centre, and the benzine the top. No amount of shaking will cause them to mix. The chloroform can be colored with iodine, oil-soluble chlorophyll, iodine, oil-soluble chlorophyll, gallo-cyanine violet, induline 6B blue or Sudan yellow G, according as the desired color may be red, green, violet, blue or yellow. The water can be colored with copper nitrate, copper hydrate, bichromate of potash, chromate of potash, or any aniline or other color insoluble in chloroform or benzine. The benzine can be colored with red saunders wood, oil-soluble chlorophyll, gallocyanine violet, oil-soluble blue or oil-soluble yellow. Almost any combination of colors can in this way be produced in the same show bottle.

Combined Toning and Fixing Bath.

—H. A. K.—One of the most satisfactory of the numerous published formulas for a combined toning and fixing bath, is the following:

COMBINED TONING AND FIXING BATH.

Lead nitrate308	or.
Citric acid	O. t.
Potassium alum	0.4
Lead acetate	gr.
Sodium hyposulphite 7716	CCT*
Distilled water	OZ.

This solution should be allowed to stand for some days; it is then filtered and mixed with 5 ozs. of solution of gold chloride (1 in 200). This combined bath will keep, and may be used repeatedly (after filtration), until it does not tone sufficiently. The prints are toned in it until they assume the desired color. Combined baths work when quite fresh more quickly than those which have been used for some time; it is, therefore, of advantage to mix a new bath with part of an old one.

Chromium Glue.—B. C. H.—Glue, when combined with chromates, and exposed to light, loses its solubility in water, and can, therefore, be used as a cement for articles exposed to moisture. The following is a suitable formula:

Make solutions of the glue and potassium bichromate in separate portions of water as indicated above (the glue being dissolved by heat); stir in the solution of bichromate; mix well, and then pour the mixture into tin boxes, and allow it to congeal therein. For use take a sufficient quantity of the glue, melt it in a cup standing in boiling water; place a layer uniformly on the fractured surface, press them together, and expose the articles to the sun for a few hours.

Stove Polish.—C. L. K.—The following formula has been used with very satisfactory results by some of our readers: Melt 400 Gms. of asphalt on the open fire, allow to cool, break up and dissolve in sufficient oil of turpentine to bring the whole up to 1,000 Gms.

The ure to erated lution arated steam.
. P.—

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—P. se of ravi-He ticulars. It stands 13 inches high, and is made of very hard wood. It is an exquisite specimen of the turner's art, some of the side mouldings being of great delicacy, no thicker than a fine needle, yet are perfectly true in every particular. The pestle was worked through the hole in the centre of cover. These wooden querns were used during the sixteenth and seventeenth centuries. There is little doubt that marble succeeded stone as a material for making mortars, and this brings us down to mediaeval times when the apothecaries, combining the practice



Fig. 5.

of medicine and pharmacy, became wielders of the pestle. The value of the mortar as a pharmaceutical implement was recognized by these early practitioners, and was given the most prominent position in their shops, and so the pestle and mortar became a symbol or trade sign of pharmacy.

The Bell-shaped Mortar.

The great bell-shaped mortar, which was of considerable capacity, usually stood mounted on a solid block of wood near the centre of the shop, the huge pestle, three feet or more in length, being suspended from a long wooden spring beam by a chain and ring. One can readily picture the youthful apprentice, clad in jerkin and trunk hose, exercising his muscles with the ponderous pestle, and with what mingled feelings he would



essay the task of pounding half a hundredweight of aloes to begin his day's work and give him an appetite for his mid-day meal. Thes usually bell-shaped in Fig. 6, and comp metal. The smaller iod were made of I metal, and were mented with some They were often e usually stood in b shop counter. The and double ends, so be used for pounding

Mortars of I The bell metal mo 7, dates from the ti well, and bears the n wealth on its side. It the property of an cary. The brass m 8 is peculiar in sha by four short legs. early part of the sever ound the middle are of the alphabet. Fig ticularly handsome mortar of the sevent per mortars, when pelegant appearance, rare. One specimen the writer is depicted fine bell-shaped me found in Chester a now deposited in tity. It stands nearly dates from the early well.

teenth century.

Small brass mortamuch used by houroom, for various do



may often yet be for kitchen mantel-shel

During the last, at this century, Italian employed for making the introduction of we position ware, whice durable, and less liab chemicals, marble memost gone out of us Small antique mortar to be found in many often bearing some such as St. Michael a are generally mucl possessors.

The Italian P

The following compointed for the Quof the Italian Phemanuele Paterno, chemistry in the (who acts as preside biano, lecturer on phemanuele professor of materia versity of Palermo. held its first sitting, novations in the tecopoeia are being medical of the professor of the profes

arge mortars were arge mortars were orm, as illustrated d of iron and bell ortars of this perss, copper or bell casionally ornambol or device, ant in form, and the array on the stless had flat could be the either and could t either end could

er Times.

dr, depicted in Fig. of Oliver Crome of the commonvas probably once cial State apothe-ar shown in Fig. and is supported t dates from the eenth century, and scribed the letters represents a parmple of the brass th century. Copth century. Cop-shed, have a very id are somewhat the possession of Fig. 10. A very or of brass was days ago, and is museum of that wo feet high, and part of the eigh-

vere also formerly vives in the stillstic purposes, and



ornamenting the country in old

the early part of arble was largely nortars, but with gewood and comis lighter, more to be acted on by more have now with pharmacists of bronze are still ench pharmacies, ymbol or device, the dragon. They prized by their prized

rmacopoeia.

ttee has been ap-uennial Revision nacopoeia: Dr offessor of applied iversity of Rome); Dr. Luigi Balnaceutical chemis-the "Scuola di incenzo Cervello, edica in the Unine committee has Pharmaof the

To Reproduce Tracings in Black Lines.

Reproductions of plans, line drawings, etc., for architects and engineers are generally made in white lines on a blue ground by the use of ferrocyanide paper. It would be much preferable to have the



Fig. 9.

drawings appear in black lines on a white ground, and it is claimed that this can be done by means of the following process, which has been devised by Eugene Gay:

SENSITIZING SOLUTION.

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Make this solution in the dark and spread it with a soft brush, one of plush answers admirably, on glazed drawing paper, and dry, protecting thoroughly from the light from the light.

from the light.

To reproduce a drawing or plan, stretch the tracing paper on which it is drawn, over a piece of the sensitized paper, and expose to the light for from five to fifteen minutes, the time required varying with the actinic power of the light and the degree of translucence of the tracing paper. When printed wash the consitized paper very carefully at the tracing paper. When printed wash the sensitized paper very carefully at first, in pure water. Wash a second time in pure water with the aid of a sponge, until the lines of the drawing appear hollow. Then drain and dry, first water water water with the time appear and then in the air. with blotting paper and then in the air.



Fig. 10.

DEVELOPING SOLUTION.

When thoroughly dry apply to each sheet, with the aid of a sponge, the fol-

washing in pure water.



We shall be glad, in this department, to respond t information bearing on pharmacy or any of its all and cordially invite our friends to make use of this co

The name and address of the inquirer must accom communication, not for publication, but to assure atte we make it a rule to pay no regard to anonymous co ence.

When sending for the formula of any unusual co the query should be accompanied with information r the locality in which it is used, its uses and reput When it can conveniently be done, a specimen of the la on packages of the compound should also be sent.

Reject the Pericarps.—C. P. C. T. asks us whether the pericarp is to be weighed with the seed in making up the amount of cardamom seed used in making a given quantity of compound tincture of gentian.

The pericarps, or fruit coverings, are to be rejected, and the inner fruit or seed alone used to the amount prescribed in the formula.

Flavor for Liquid Dentifrice.-H. K. Flavor for Liquid Dentiffice. II. Rewrites: "Will you kindly advise me how to produce a pleasant flavor for a tooth wash made after the formula for tincture of quillaja, N. F?"

This quart is vacue, to say the least. A

of quillaja, N. Fr.

This query is vague, to say the least. A formula for tincture of quillaja is not given in the last edition of the National Formulary, as the tincture is now official in the U. S. Pharmacopoeia. If it is desired to make a tooth tincture by percelating vegetable aromatics with alcohol. colating vegetable aromatics with alcohol, the following will be found to yield a satisfactory article:

Mace	**************	2½ dr.
Cloves	****** ***********	1½ oz.
	root	
211001101		2 pinte

If a tooth wash containing tincture of quillaja is wanted, the following may suit:

Tincture of quillaja10 oz.
Aromatic elixir
Tincture of myrrh
Talcum

Mix and filter through taxcum.

Isolation of Citral J. F. P. writes: "Will you, through your columns, give

"Will you, through your columns, give me the process of making citral? Is it not a derivative of oil of lemon?"

Citral is one of the aldehydic constituents which gives oil of lemon its characteristic odor. The isolation or fixation of this aldehyde is accomplished with difficulty. It has been suggested to shake the oil with a strong solution of acid sodium sulphite, the solid mass of aldehyde compound is collected, squeezed in a cloth, and washed several times with

ether to free it from mass is freed from e the air, and the citra from it by heating w of sodium carbonate aldehyde distilled in

Manufacture of The process for the ma in most general use structive distillation temperatures. In the tates are placed in long as they yield a acetone ceases to con consisting of waste c and the stills recharg cess is very old, tw. taken out in this cou details of the operatio employed. Dr. Edv devised a process wh from that above ref consists essentially of acid, and not an acetat perature at which th into acetone. The according to this process of acetone from two acid. That is, 120 acid should yield 58 sides 44 Gm. of car Gm. of water. In process does not yie 75 per cent of the otheoretical equation. into acetone. paratus necessary to.
of Dr. Squibb. of Dr. Squibb, who patented, will be four DRUGGIST for March

Hypodermic Treat J. F. H.—You will fit treatment of hernia b jection of fluid extrac in the U. S. Disperse We regret the alba. name a recent work formulas for hypoder

Mixed Colors for W. F.—Dr R. G. Eco vv. F.—Dr R. G. Ecclayers of fluids of dif each being sui

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-Aresnic Test.-A solution of arsenous in .ne presence of hydrochloric acid is reic copper. A gray deposit of copper arsenon the surface of the metal. Antimony act in the same manner, hence the abaust be proven first before the presence of presumed. This is also called Hager's

dicroscopic Hardening Fluid.—A mixture gous 20 per cent copper sulphate solution, (25°) and 35 drops of acetic acid (dilute).

Test for Arachis Oil.—This consists in chic acid (melting point 75° C.) by means 'rom which it can be extracted with ether. Test for Presence of Para-Amido-Phenein .- Phenacetine is fused with pure chloen a violet color appears, amido-phenetol purest commercial samples show a feeble

-Test for Acetone in Urine.-The sample ken with freshly precipitated mercuric ed. If acetone is present, acetone mer-be found in the filtrate, and is tested in er for the presence of mercury.

Test for Free Mineral Acids.—See

N'S—Test for Alpha-Naphthol.—In 1 to 0.04 gm. of naphthol and 0.5 cc. normal solution are dissolved. To this is added unilic acid, which has been dissolved in dium hydrate and 0.02 gm. of sodium 5 cc. of normal sulphuric acid. der these circumstances a dark blood on addition of diluted sulphuric acid wn. Beta-naphthol gives only a reddish-

3-Nitric Acid Test.-The substance to mixed with concentrated sulphuric acid, er of a solution of ferrous sulphate is line of contact a purple to brown zone cid is present.

lled Desbassin's Reaction.

-Albumin Reagent .- This is Asaprol (calalfonate). This reagent precipitates also, peptone and pepsin; the precipitates of re soluble on heating.

S—Zinc Test.—When zinc oxide is heat-

vith a solution of cobalt nitrate a green

olution for Microscopical Preparations. of a solution of 0.3 p. of copper acetate, chloride in a mixture of 75 p. of camphor listilled water and 1 p. of glacial acetic

Glycerin Test.—On heating 1 cc. of gly-of aqua ammonia and 3 drops of a 5 per te solution to boiling, the mixture should inside of five minutes. This test shows arsenous acid, acrolein and formic acid. ors have shown this test to be unreliable. Test for Phenacetin.—0.1 gm. of phewith 1 cc. of concentrated hydrochloric ute, then the solution is diluted with 10 er cooling it is filtered and to the filtrate per cent. solution of chromic acid are the fluid takes on gradually a ruby red

Sulfonal Test.-When sulfonal is heated cogallic acid the odor of mercaptan is no-

Albumen Test.-On adding the sample of rm a layer over a saturated solution of in 5 per cent. hydrochloric acid, a white e line of contact if albumin is present.

THE ANTIQUITY AND HISTORY OF THE MORTAF

BY C. J. S. THOMPSON.

The mortar is the most ancient of pharmaceutical implements, its earliest use carrying us back to prehistoritimes, when the early Briton bruised his grain in the hollow of a granite boulder. There is little doubt indeed that mortars were employed for the purpose of bruising and reducing hard bodies to powder, centuries before medicine as an art was thought of or known.

The name is derived from the Latin word mortarium which is probably from the root *mordeo*, to bite, akin to the Sanscrit *mrid*, to grind or to pound; the litera meaning of the word being a vessel in which substances

may be pounded with a pestle.

The origin of the mortar appears to have been identica with that of the mill, or quern, as it was called in an cient times. The primitive implement used by prehis toric nations for the purpose of crushing their grain was simply made by hollowing out a cup-shaped hole in a block of stone or granite, and pounding the grain placed in this receptacle with a smaller stone of suitable form These grain-crushers composed of stone, together with stone rollers and pounders, have been found in the circular huts of the Britons in several parts of Norta Wales.

This method was also used by the early Jews before the Christian era for crushing their spices and gums, the knowledge of which they doubtless gathered from the

Egyptians during the captivity.

In many of the ancient Egyptian papyri we find directions given to bruise certain herbs and roots, although no mention is made of the implement used for that purpose, but we have proof that mortars were employed by the Egyptians from many ancient carvings of stone still extant. It is interesting to note that the mortar has also been known to several Oriental and savage races from time immemorial, and in the mortar employed by the pharmacist to-day we have an implement that links us, not only with prehistoric man, but also with the savage races of the world. In Africa, mortars and pestles of wood have been used from a period of unknown antiquity for the purpose of crushing grain. The one illustrated in Fig. 1 is composed of wood, and was brought from Central Africa. In India, stone mortars with wooden pestles have for centuries been used for shelling and pounding rice. Fig. 2 represents a Cingalese mortar of stone, from 2 to 3 feet high, taken from a drawing of the seventeenth century. Coming to the time of the Roman Empire, we have the first real evidence of the use of the mortar for pharmaceutical purposes. Medicine and pharmacy allied, in the time of Celsus, had become practical arts, and we know from the preparations described by that author that practical appliances were necessary. Thus the malagma used as an application to the skin, was a kind of soft mass directed to be beaten up to the consistency of a thick paste, and the ingredients of the catapotia were often ordered to be bruised before being mixed.

Roman mortaria composed of earthenware are very commonly found, and many examples may be seen in most of our museums, among other Roman remains. They were chiefly made for culinary use, and although they vary very little in pattern, the sizes are numerous. The larger ones were, as a rule, very strongly made, and all had a thick divided rim with a rounded moulding. The inside was roughened with splinters of flint, or hard stone, or hard burnt earthenware, which was fixed on with a kind of "slip" or liquid clay, with which the Romans finished their ware. A wooden pestle was used with these mortaria, which were, no doubt, chiefly employed for triturating and mixing various condiments for domestic use. The Roman mortarium shown in Fig. 3 is 28 inches in breadth, and bears the stamp of the maker's name, showing it to be the work of one Publius Rase.

Some of the smaller mortaria found are composed of a very white clay of a vitreous character, burnt hard like porcelain, and are non-absorbent. These were probably used for mixing more delicate condiments. There were large manufactories for mortaria in Britain, situated chiefly in the South of England at the mouth of the Thames, and in Essex and Staffordshire. From these factories there was a considerable export trade to Rome and Gaul.

Roman mortars of stone are much rarer, and the one



lepicted in Fig. 4 is a unique specimen. It was with ittle doubt at one time used for pharmaceutical purposes. Composed of stone, with a solid square base, it tands about 12 inches high, and is about 8 inches road. The notches at the corners are evidently inended for fixing it down on a wooden table or slab to teep it steady when being used for pounding or breaking ip hard substances. Closely akin to mortars were the tuerns or small mills, used for grinding purposes from he Roman period. In shape they somewhat resembled he mortar, but were covered in at the top, having a role in the center through which the pestle was worked. They were made of stone and wood. A beautiful example of a wooden quern, depicted in Fig. 5, stands 13 nehes high, and is made of very hard wood. It is an expuisite specimen of the turner's art, some of the side and and in the center through the hole in the center f the cover. These wooden querns were used during he sixteenth and seventeenth centuries. There is little doubt that marble succeeded stone as a material for taking mortars, and this brings us down to mediæval imes, when the apothecaries, combining the practice of redicine and pharmacy, became wielders of the pestle.

The value of the mortar as a pharmaceutical implenent was recognized by these early practitioners, and as given the most prominent position in their shops, and the pestle and mortar became a symbol or trade sign

f pharmacy.

The great bell-shaped mortar, which was of considerale capacity, usually stood mounted on a solid block of rood near the center of the shop, the huge pestle, 3 feet

more in length, being suspended from a long woode spring beam by a chain and ring. One can readily pic ture the youthful apprentice, clad in jerkin and trun hose, exercising his muscle with the ponderous pestle and with what mingled feelings he would essay the tas of pounding half a hundredweight of aloes to begin his day's work, and give him an appetite for his midday meal. These large mortars were usually bell-shaped in form, as illustrated in Fig. 6, and composed of iron or meal. bell metal. The smaller mortars of this period were made of brass, copper, or bell metal, and were occasionally ornamented with some symbol or device. They were often elegant in form, and usually stood in bright array on the shop counter. The pestles had flat tops and double ends, so that either end could be used for pound-

The bell metal mortar, depicted in Fig. 7, dates from the time of Oliver Cromwell, and bears the arms of the Commonwealth on its side. It was probably once the property of an official State apothecary. The brass mortar shown in Fig. 8 is peculiar in shape, and is supported by four short legs. It dates from the early part of the seventeenth century, and round the middle are inscribed the letters of the alphabet. Fig. 9 represents a particularly handsome example of the brass mortar of the seventeenth century. Copper mortars when polished have a very elegant appearance, and are somewhat rare. One specimen in possession of the writer is depicted in Fig. 10. A very fine bell-shaped mortar of brass was round in Chester about two years ago, and is now deposited in the museum of that city. It stands nearly two feet high, and dates from the early part of the eighteenth century.

Small brass mortars were also formerly much used by housewives in the stillroom, for various domestic purposes, and may often yet be found ornamenting the kitchen mantel-shelf in old country houses.

During the last and early part of this century Italian

marble was largely employed for making mortars, but with the introduction of wedgewood and composition ware, which is lighter, more durable, and less liable to be acted on by chemicals, marble mortars have now almost gone out of use with pharmacists. Small antique mortars of bronze are still to be found in many French pharmacies, often bearing some symbol or device, such as St. Michael and the dragon. They are generally much prized by their possessors .- (Ph. Jr.)

(Continued from Page 387, April 1.)

LIST OF REACTIONS AND REAGENTS ACCORD-ING TO NAMES OF AUTHORS.*

REICHARDT'S-Test for Nitric Acid.-To a mixture of brucine and sulphuric acid a few drops of the fluid to be tested are added, a rose to deep red coloration ensues. This reaction takes place even in a dilution of 1 to 100,-

REICHERT-MEISSL'S-Number.-This gives the number of cubic centimeters of N alkali solution neces-

sary for neutralizing the fatty acids from 5 gm. of the sample of fat. What was formerly understood under Reichert's number was the same equivalent for 2.5 gm. of fat. The Reichert's number is then 1/2 as large as the Reichert-Meissl's.

REICHL'S-Test for Glycerin.-Equal parts of glycerin, phenol and sulphuric acid are fused together and heated at 120° C.; the yellowish-brown solid mass is allowed to cool, covered with water, and aqua ammonia dropped upon it, whereby the mass is dissolved with a bright carmine red color.

REICHL-MIKOSCH'S .- Albumen Reagent .- This reagent consists of sulphuric acid to which a small quantity of benzaldehyde and ferric sulphate have been added.

^{*}From compilations of Dr Altschul (Phar. Centralhalle.)

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Theodore Earle Studley.

The subject of this sketch is unique among druggists naving commenced his business life at the age of twelve rears in a retail drug store in his native town, Worces er, Mass., which was then a village. Coming to New York in 1856, he entered the rubber business through the New Brunswick Rubber Company, and for over forty years in the several business connections successively formed, as the partner in the firms of H. G. Norton & Co. and Sargent, Studley & Co. and the manager of the druggists' department of the Goodyear Rubber Company, his intimate association with retail druggists has been continuous.

About twenty-five years ago, while of the firm of Sargent, Studley & Co., he became confidential agent and attorney for the proprietors of the house of Lubin, taking out their trade-mark and representing them in this country in all matters pertaining to the prosecution of counterfeiters of their goods or labels. He has continued the connection ever since, and Mr. Studley states that at present there are several such suits in progress in different parts of the country.

present there are several such suits in progress in different parts of the country.

Having been so long and so intimately associated with the business, it seemed to be the logical necessity that he should take the representation of it last September when the Paris house decided to establish a branch office here, and it is conceded by those qualified to judge that he is the right man in the right place. The office is at 42 East Fourteenth street, overlooking Union square.

square.

Mr. Studley's reminiscences of the drug side of the rubber business are very entertaining. For instance, he says that water bottles, now sold in enormous quantities, even down to thirty years ago were sold in less quantity than two gross per year throughout the United States. So in the line of syringes of both hard and soft rubber and of all other goods of the same kind which have been introduced to the market during his connection with the trade. Inclined to conservatism in business methods, he is the proper manager of a house which, with the current year, completes its century of existence. He is not quite of the old school, and yet is rather reluctant to believe that the "hustlers" of the new have found all that is best in the ways which lead to success, or that the department store system is the perfect flower of our civilization.

zation.

Mr. Studley resides in New York with his family. He nas two daughters, one of whom is married. He is a member of the New York College of Pharmacy. He was one of the organizers of the Union League Club in the days when it stood for patriotism, but is not now a member of it. He is also a member of the New England Soper of it. He is city

this is exceptional, and I do not think shows idered in this case. Taking away these assumpt what has the doctor left to rest is argument hing, and, therefore, it seems to me that his ament has nothing to support it. ument has nothing to support it.

n conclusion, if there are any good sound reason
bysician dispensing his own prescriptions, the
tainly not shown in the article in question.

"SUBSCRIBE

ANCIENT MEDICINE.

f modern science can boast of anything, it can y in which it has rescued medicine from the r imagination. The wonderful prescriptions of agi, as narrated by the Roman historian Pliny amples of what the earliest doctors were, while "salves" of our own Elizabethans seem, at ht, not much of an improvement upon those caldean M. D's. Let us, says the London Stan ke a few examples of Magian healing from a thor of which, perhaps, the most useful is the fe -one that in modern parlance would run thus eipt to make women disclose their secrets. Tak n, and having carefully extracted its heart, plac me on the mouth of the patient during sleep. ll ascertain her exact age the next morning." old Roman justice, he stigmatizes this stateme 'portentous lie" (no doubt he had tried it).)thers are quite as grotesque. Feverfew, when dicinally, had to be plucked by the left hand, afte tient's name had been spoken over it, the herbalist good care not to look behind him. A love cl

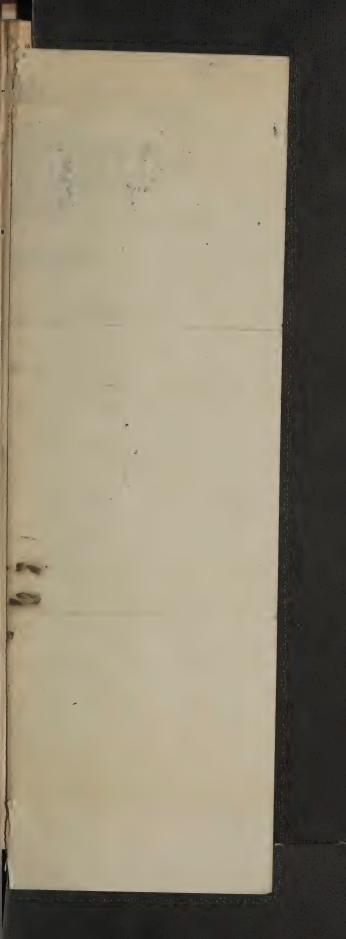
ald be easily obtained from a hyena caught when was in Gemini. Sporting prophets who wis cel in divination should change their customary a few moles' hearts. It is stipulated that thes esh. The Romans themselves, although no mean ons-they made use of the probe and nippers and ruments for trepanning-were not less given to pr es that the neonle whose veracity they doubted. I lieved that eating hare was a cure for insomnia; en the sceptic Pliny imagined that there must be so ing in the superstition that people who had done ere good-looking for nine days afterward. A verite ne days' wonder! He recommended also as a cure nartan fever that the dust in which a hawk had ro hould be put into a bag, and the latter tied round eck with a piece of red thread. Other cures for ime were the longest tooth of a black dog, in the sa osition, and a wasp caught in the left hand, and the ressed against the forehead. Alexander of Tralles. hysician of the Middle Ages, made use of a no don otent cure for the after effects of unripe apples a ie such like. The sufferer wore on his finger an oc onal iron ring, upon which was inscribed the following. Flee, flee, ho, ho, bile, the lark was searching." A hark which, if we may slightly alter Gilbert, "no dou as very clever, but I do not understand it."

Leaving the Romans and Orientals we in vain turn ur own forefathers for a little more common sens the Saxon leeches, having no knowledge of instrumen Indian drugs, fell back on weeds, which they dignific y the picturesque name of "worts," charms, and is antations, and portions of mutilated beasts. To sp a frog's mouth and request min to make on the synothache was their idea of dentistry. Motes in the synothache was their idea of dentistry. Motes in the synothache was their idea of dentistry. a frog's mouth and request him to make off with the hut, and the "vexed" one touched with the ring-finge hut, and the "vexed" one touched with the ring-finge and thumb, while the following was repeated solemnl hree times: "I buss the Gorgon's mouth." By bussin he Gorgon's mouth nine times you could get a borrom your throat. A potent charm! An excrescence of the eye known as hordeolum (probably a cyst) was emoved by means of nine barley-corns. First the whole line were held to the eye, then two were dropped, and even held; and so with five, and three, and one, while

the words,

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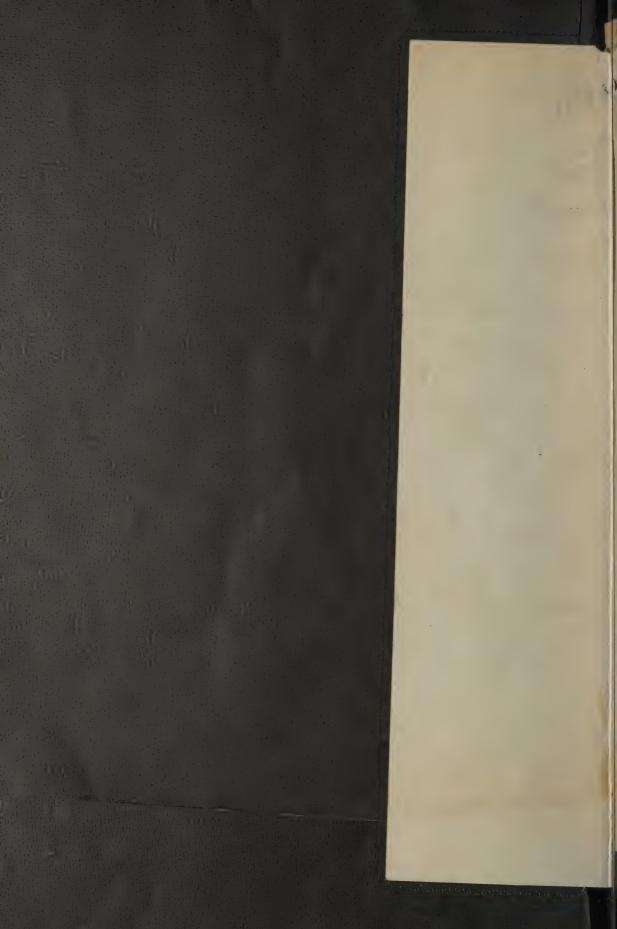
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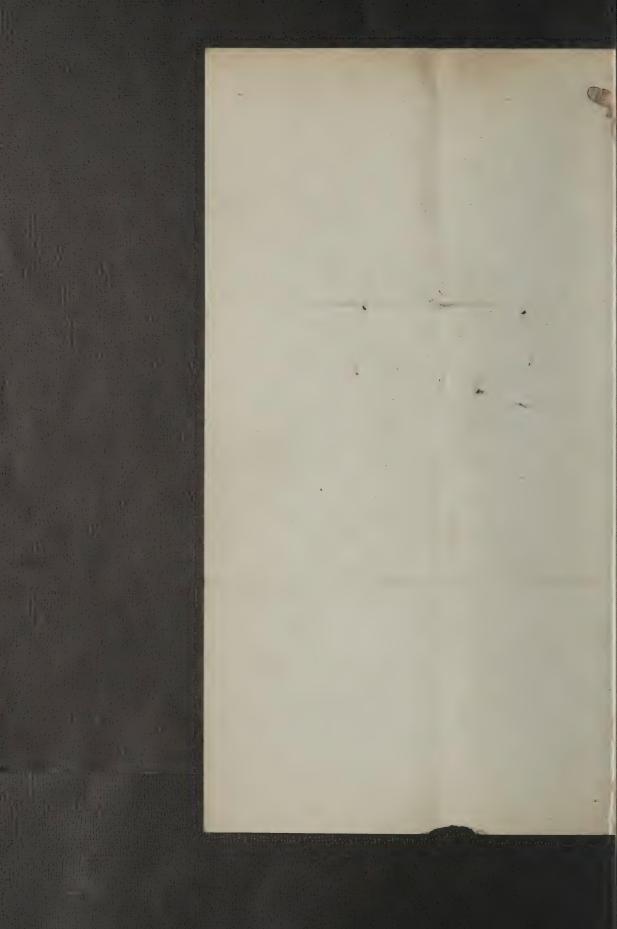
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JOHN CAMPBELL HARRIS. OFFICE: -FAIRMOUNT AVE. WHARF. Philada., 26 th of afril, 1879. Peter Van Achaack lesq., Dear Sir: Yours of april 24 the received. On taking charge of Mer. Powers' affairs, we have found agreements, of the most stringent character, drawn with different par ties, to whom he had loaned money, out of favor only, with a large risk of never seeing it again In the case yourefer to, on prossible failure to pay interest, he arranged a large increase in the rate of interest. The notes he sook nere given by men personally en tirely rable to pay thatinteres to without inconvenience to themselves, but their devotion to their church is such, that, after a good deal of waiting, we have not had the elightest proposition from any of there, except for delay. In wiew of your remarks that you regret that the kind motives of your highly prized friend, Mer. Powers, were not bether seconded," we beg to ask you, who drew these stringent papers, and why parties, not belonging As that church, or interested in it in

any way, should be called upon, in face of naught but abuse received, to contribute their interest, and rich their principal when the debton themselves, as above stated, fail to pay any part of an interest of \$525. - (not a large sum), although they took good care to pay it in Mer. Powers lifetime? It has should a church be support ed by one family? Why should we Let inherest accumulate, when things are going from bad to worse? Upon must admit that Mer. Powers designes are best inherpreted by his with enggestions from inherested parties that he didn't mean to enforce them. People are always very glad to decide questions that cost them nothing, & to be very literal in spending other perples money. Of course it is a matter of regret by us shat you, probably from pursual contact with these debtors, have been induced to adopt their views. at the same time as we claim to be guided by as high aims in the matter as you, or any one, we feel entire by competent to live and he happy in spite of abuse emanating from parties who can & won't pay their debts. We thouch you for your &

JOHN CAMPBELL HARRIS. OFFICE:—FAIRMOUNT AVE. WHARF. Philada., of 18 offers of services, and your valuatroin of the property, & we hopeyour will see fit to say on suitable occasions that there may be two sides to this case. Viry respectfully yours



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	INDIANA.	
	FLINT GLASS CO.,	Marion.
	EDICAL CO., THE DR.,	Elkhart.
	KENTUCKY.	
	k McAFEE, L John Colgan. James A. McAfee.	ouisville.
	HARMACAL CO., L F. A. Henry, President.	ouisville.



...Announcement...

After a close association of more than twenty years, in the labors and up-building of our business, in which he has borne an important part, it is with regret that we have to announce the retirement of Leonard A. Lange, a Director, Vice President and Secretary of our Company, which takes place on the 8th of the present month, for reasons given by him in his accompanying letter. We trust that the change and lessening of his cares may tend to the preserving of his health and vigor, and we bespeak for him in his new business, the continued friendship and good will of our customers who have known him so long and favorably in connection with the wholesale drug trade.

Morrisson, Plummer & Co.

May 4th, 1897.

Referring to the accompanying announcement, I desire to say, that, after a service in the wholesale drug business covering a period of twenty-eight years, during which time I have been very actively engaged, I feel that, with a view to conserving my health, it is advisable for me, while still in health, to engage in a work that will be less confining and free from many of the cares of a large business. An opportunity to do so is now presented to me. My sons, Frederick O.Lange and Leonard E.Lange will continue in the active service of the house.

To my many friends in the trade I tender sincere thanks for the confidence and good will that I have enjoyed, and I bespeak for my old associates, Morrisson, Plummer & Co., your continued pat-

ronage and good will.

Leonard A. Lange.

May 4th, 1897.



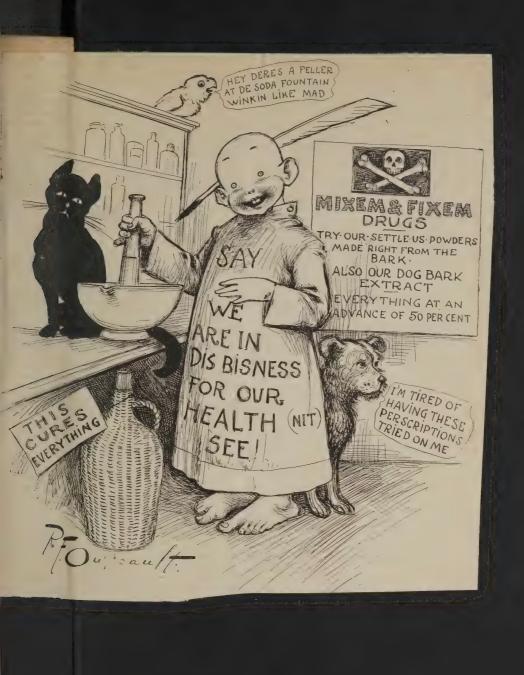
MARYLAND.

CARR-LOWRY GLASS CO.,		Baltimore.
Chas. Hilgenberg, President.		
• Samuel J. Carr, Secretary and Tr	easurer.	
DAVISON & CO., W.,		Baltimore.
VOGELER, SONS & CO.,		Baltimore.
KOHLER MANUFACTURING CO., Louis Yakel, Proprietor.		Baltimore.

MASSACHUSETTS.	
NEW YORK PHARMACEUTICAL COMPANY, Bedfor W. R. Hayden, M. D., President.	d Springs.
BURNETT CO., JOSEPH, Roth M. Burnett, President. Harry Burnett, Treasurer.	Boston.
BEACH & CLARRIDGE CO., H. Cleveland Beach, President. Geo. F. Clarridge,, Treasurer and Secretary.	Boston.
CIBILS COMPANY OF THE UNITED STATES, THE, E. D. Lowe, President. J. F. Annable, Treasurer.	Boston.
CODMAN & HALL,	Boston.
FOX, FULTZ & CO., C. W. Fox. Fred. A. Fultz.	Boston.
GOODWIN, HENRY W.,	Boston.
GOULD COMMERCIAL CO., H. A. Gould, President. N. P. Cutler, Jr., Treasurer. James E. Odell, Secretary.	
GREEN, F. E. & J. A.,	Boston.
GROSVENOR & RICHARDS CO., THE, F. O. Woodruff, President.	

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	& CO., I. S., Frederick G. B Alwin A. Braş	oynton.	/	•		•	•	Boston
PATCH CO								
	D., THE E. L. E. L. Patch, P Geo. L. Roskel Onslow Gilmo Henry Cannin	resident l, Vice-Pr re, Treas	and M resider urer.	Iana				Boston
TUTTLE, 1	OR. S. A., .							Boston
	& SON, JOHN Wm. S. Whitir Lew C. Hill, S	g, Presid	lent a			urer.		Boston
	c CO., HENR K. G. Putnam Francis D. Ha	•	٠,	٠		Car	mbri	dgeport
	MENTHOL P. P. Bradt, M		R CO	MPA	ANY	٠	W	orcester
	CAFFEIN CO. Julius Garst, M	*	•			٠	W	orcester
		місні	JAN.					
•	TTE LEAD & W. L. Davies, H. Kirke White A. E. F. White Thomas Neal,	President e, Vice-P e, Treasur	t. reside er.				•	Detroit
	OTHERS (Lin Joseph H. Ber Thomas Berry	ry.	. •	•	•		•	Detroit
DENT & C	0., C. S.,							Detroit.
	WHITE LEAD Ford D. C. His Geo. Peck, Vic	nchman,	Presid				•	Detroit
	Ford H. Roger C. B. Shotwell			nd N	Iana	ager.		



which Mr. Outcault has to illustrate for materials. A yellow kid magazine has also been A yellow kid brand of cigarettes has been put market, with a different yellow kid picture in kage. Every street has its enterprising window mbellished with yellow kids. Yellow kid pupsold by fakirs on the streets. The type foundasting yellow kids in black and white for the dvertisers. Flesh and blood cannot turn out ids fast enough to supply the demand. Mr. therefore, has little time to devote to other of art.

s has not spoiled Mr. Outcault. He is the same vholesculed, generous friend in prosperity that n the days when he first attracted the attention by the accuracy of his mechanical art. Now, he finds his highest enjoyment beside his own and his most pleasing occupation is delineating es of his children.

MATOL.—An antiseptic compound of pure cid and iodine, which forms an amorphous, violed, voluminous, inodorous powder, which contrly 54.4 per cent. of iodine. Traumatol is interest and acids, soluble in chloroform, strong and carbon disulphide. The compound is stable posed to light and air.

TROL is an oleate of sodium, which has been Dr. Blum, of Frankfort, as a cholagogue. Eupears in the market in pill form, each pill con).25 gm., coated with chocolate. Dr. Blum is to be the best of all cholagogues, as it can be long periods without producing intestinal dispose, one pill twice daily.

AETHYL.—A local anæsthetic which is ina substitute for ethyl chloride; it is an ethereal smelling fluid, which boils at 0° C. Methæthyl n the market sealed in glass tubes, inclosed in c case; on breaking the capillary tip of the vapor escapes and is directed upon the surface esthetized.

THE HAIR FALLING OUT it has

any drug business in India. Aside eral very good stores owned by no pressed us as being a very good business, and the number of story found everywhere, gave this important to the story of the story of

In every town we visited, awa tributing points, we found the sively by natives. As a rule, tl poor class, and are known as m ries. They do not appear to kno everything appears unkempt and is no excuse for this, for the nu ants to be found, even in stores is surprising. What they all do other's way, we could not disc several proprietors, for they Then they have a manager, cle coolies squatting all over the pl advertising seems to be a small ed around in a slipshod mann interested in seeing what line and found nearly everywhere complaints, all tending toward manner in which they describe what little advertising matter they call a spade by its right amused by a signboard descri of a great rejuvenator, which by the light of a full moon. F bottle it looked as though it h dark night. It was in this cla disappointed when looking or tracts, etc. Very few Ame There is no reason why conce D. & Co., cannot have their p work for it. It is these small India, that form the foundat And to secure it requires per but many times. Our Ameri sented in the larger towns, w business, they must do somet ture to the outside towns. I their representatives visit th every store you will find sever are, as a rule, interested in t looked over the patent medic

UNITED STATES CAPSULE CO., Detroit. R. H. McCutcheon (New York), President. C. M. Stephens (Detroit), Vice-President and General Manager. W. M. Warren (Detroit), Treasurer. John Clay (New York), Secretary.
GRAND RAPIDS BRUSH CO., Grand Rapids. Julius Berkey, President. S. S. Gay, Vice-President. Wm. McBain, Secretary. J. D. M. Shirts, Treasurer.
TODD, ALBERT M., Kalamazoo.
CUSHMAN, H. D., Three Rivers.
MINNESOTA.
LYON & BRO., CHAS. B., Minneapolis. Chas. B. Lyon. H. N. Lyon.
MISSOURI.
CUTLER & NEILSON PAINT AND COLOR CO., Kansas City. H. D. Cutler, President. R. T. Neilson, Vice-President. J. W. Bray, Treasurer.
BARSTOW, CHAS. W., St. Louis.
BROWN OIL CO., ROBERT B., St. Louis. J. H. Maxon, President. A. R. Strain, Secretary.
MELLIER DRUG COMPANY, St. Louis. Albin Mellier, President. W. C. Taylor, Vice-President. K. D. Mellier, Secretary. N. S. Kaime, Treasurer.
MEPHAM & KLEIN, GEO. S., St. Louis. Geo. S. Mepham. John S. Klein. Albert G. Nulsen.

Norris P. Gregg, President. Wm. H. Gregg, Jr., Vice-President. Walker Evans, Secretary. E. H. Dyer, Assistant Secretary. WHITELAW BROS., St. Louis Oscar L. Whitelaw. Robert H. Whitelaw. NEW JERSEY. JOHNSON & JOHNSON, New Brunswick R. W. Johnson. E. M. Johnson. Jas. W. Johnson. NEW YORK. ARMSTRONG CORK COMPANY, New York City Pittsburgh, St. Louis, Chicag > . ARNOLD & CO., F. R., New York City BERNARD & CO., LEO, New York City BUANCHET, JR., A. 1., New York City BOVININE CO., THE, New York City A. J. Ditman, President. Henry T. Champney, Secretary and Manager. Frank Wanier, Treasurer. BUTLER HARD RUBBER CO., THE, New York City Richard Butler, President. Edwin W. Belcher, Jr., Secretary and Treasurer. Frank B. Highet, Assistant Secretary. COLGATE & CO., New York City. Samuel Colgate. Bowles Colgate. Richard M. Colgate.	316	ROCEEDINGS OF THE
NEW JERSEY. JOHNSON & JOHNSON, New Brunswick R. W. Johnson. E. M. Johnson. Jas. W. Johnson. NEW YORK. ARMSTRONG CORK COMPANY, . New York City Pittsburgh, St. Louis, Chicag ARNOLD & CO., F. R., . New York City BERNARD & CO., LEO, . New York City BLANCHET, JR., A. D., . New York City BOVININE CO., THE, . New York City A. J. Ditman, President. Henry T. Champney, Secretary and Manager. Frank Wanier, Treasurer. BUTLER HARD RUBBER CO., THE, . New York City Richard Butler, President. Edwin W. Belcher, Jr., Secretary and Treasurer. Frank B. Highet, Assistant Secretary. COLGATE & CO., New York City Samuel Colgate. Bowles Colgate. Richard M. Colgate. DICK DUNDAS & Co., New York City. Andrew Patterson, President. James Waldie, Treasurer.	Norris P. G Wm. H. Gr Walker Eva E. H. Dyer, WHITELAW BROS., Oscar L. W	regg, President. gg, Jr., Vice-President. ns, Secretary. Assistant Secretary. St. Louis nitelaw.
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Samuel Colgate. Bowles Colgate. Richard M. Colgate. DICK DUNDAS & Co., New York City. Andrew Patterson, President. James Waldie, Treasurer.	Richard Bu Edwin W. E	elcher, Jr., Secretary and Treasurer.
Andrew Patterson, President. James Waldie, Treasurer.	Samuel Colg Bowles Colg	ate.
DEVOE 6 O M DIVINISTA GOIST CONTRACTOR	Andrew Par James Wald Frank M. C	terson, President. e, Treasurer. ute, Secretary.

DEVOE & C. T., RAYNOLDS COMPANY, F. W.,

Mrs. Greene—"Dr. Jalap is such a nice man!
And he is so reasonable in his charges, too! He
only charged me \$2 today." Mrs. Browne—
"What did he say was the matter with you?"

Mrs. Greene—"He said that there really was
nothing the matter with me, and all that! wanted
was good food and all the rest! could get." Mrs.
Browne—"Do you call that cheap? Why, Dr.
Stokem, the last time I called on him, said I
Stickem, the last time I called on him, said I
hat, a complication of diseases—just think of
had a complication of diseases—and he only
charged me \$3.50 for all that. Talk of chearness!"—Bendan to

NEW FACTORS' ARGREEMENT.

A Plan to Control Sales.

URAM WALKER & SONS' PLAN TO CONTROL THE SALE OF CANADIAN CLUB WHISKEY. SOME NEW FEATURES IN THE DISTRIBUTION OF PROPRIETARY

(From The Pharmaceutical Era.) Hiram Walker & Sons, Limited, of Walkerville, Ont., proprietors of Canadian Club whisky, have adopted a new plan for the distribution of their cods which contains some very radical eatures. The firm have suffered very reatly from the competition of imitations and substitutes, and believe this ew plan will materially lessen this brt of injury.

The plan, inaugurated Nov. 1, 1896, onsists in selecting from the jobbing rade a limited number of firms as heir distributing agents (factors), and ho sales are made to retailers except through one of these authorized factors. By this means the number of intermediaries between the maker and the retalier is reduced to one, and the total number of their distributing agents in the United States under the new plan said to be only about one hundred, whereas formerly they had a thousand or so jobbers on their list. To prevent temptation to retailers to cut, the factors' selling price to all retailers is fix(" ---- uniform rate, regardless of

president; Samuel B. Lawrence of New nb Edward T. Perine of Hackensack, N. J., lut The officers are and foreign countries. fices elsewhere in the United States Norfolk, Va., with right to establish ofpal office of the company is to be in not to exceed 250,000 acres. The princi-The amount of real estate to be held is g is to be from \$2,000,000 to \$10,000,000. The capital stock p other concessions. improve, sell and exchange State or and all classes of produce, and to hold, sale of crude, unmanufactured rubber, cluding the purchase, production and United States and foreign countries, inport and import business between the of which are to carry on a general exdo Amazonas Company, the purposes charter to the Companhia Exploradora Judge Hanckel of Norfolk granted a снуктей бок а спелт сомрачу.

to take refined oil there. the vessel will then, of course, not have completion of the refinery at Tampico to Philadelphia in ballast. Upon the Tampico, from which place she comes takes the refined from that port to crude oil at Vera Cruz, the vessel ther

price to these will be \$12 per case, regardless of quantity, f. o. b., at the factor point from which delivery is made; and the terms thirty days net, or 1 per cent. discount for prompt cash.

No sale shall be made to any retailer who does not undertake to charge at least \$15 per case, and at least \$1.25 per bottle, to consumers, and to adhere to all the conditions of our schedule having reference to retailers.

Retailers who do a jobbing business will be permitted to purchase our whisky only as retailers, and must sell it through their retail departments at the full prices mentioned above, for reasons fully set forth in the last clause under the head of Factors

No dealer will be permitted to order for another dealer whom he knows to have violated our schedule or suspects thereof; nor to sell or lend our whisky to any dealer after being notified not to do so by ourselves, our agents or our factors

Retailers will be entitled to the following rebates—to be paid by us, providing we are satisfied that they have strictly maintained our prices and observed our schedule in all respects: On purchases of 25 cases for the six

months, 15 cents per case.

On purchases of 50 cases for the six months, 30 cents per case.

On purchases of 75 cases for the six months, 45 cents per case.

On purchases of 100 cases for the six months, 60 cents per case.

On purchases of 125 cases for the six months, 75 cents per case.

These rebates will be made up to June 30 and Dec. 31, respectively, in conformity with certificates to be issued our factors.

ator does a retail as well The Oil City ton recently formed. the interior workings of the combinahas thrown a great deal of light upon Feb. 22, from exercising their duties, elected at the meeting in Jersey City, to prevent the officers of the company, Oil Company, asking for an injunction David Kirk's suit against the Pure

OIL MAGNATES DISAGREE.

of 50 per cent. goods there has been a cut to jobbers It is claimed that on certain low grade lowed each other in rapid succession. Since then reductions have folmaking secret cuts in the Eastern terriits competitors had for some time been first open reduction, but it claims that Тъе Атегісап сотрапу таде the Shortly after that the war broke ano another, and the result was a flat fail-'aan cerns, but there was one hitch after leged, by representatives of these conconferences were held there, it is aling to advices from Chicago. Several agreement in regard to prices, accordand United States—to come to some the country-the New York, American By the three large biscuit companies of

ERU

CHEMICAL

-Manufacturing and

Syracuse 1: Perth Amboy, N. J.
Niagara Falls, N. Y. (Niagara Electro Chemical Co.)

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Clevelan]

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HLOROFORM, U.S. I CYANIDE OF



Bleaching Powder, "Electron" Caustic Potash Chloride of Zinc Yellow Prussia

HAS. PFIZ

NEW

MANUFACT

CREAM TARTAR, Crystals a TARTARIC ACI CITRIC AC

BORACIC ACID, Crystals, Gr

BOR

Rochelle Salts, Iodoform, Powd. and Cryst., Mercurial Preparations, Bismuth, Subnitrate,

Refined C Potassiun Strychnia Bismuth,

ALSO A GENERAL LINE OF P

Perhaps nothing will more vividly re-Perhaps nothing will more vividly re-call to the minds of those who were in trade in the early seventies, the events of that time, than names which were printed in the Busi-ness Directory of 1871, as the repre-sentative houses in oils, paints, drugs, chemicals and dyestuffs. We therefore reproduce this roll herewith, and while reproduce this roll herewith, and while we have supplied some deficiencies which we recognized, further imperfections will doubtless be manifest to some of our readers who were widely acquainted in those trades at that time. The younger generation Reporter of readers, to whom the events of a past which is not compassed by their own personal experience must be as unreal as the future is unknown, will find in this list of names some of which they scarce heard, and many more which are simple traditions. which are simple traditions. Many of the firms, with but little change of personnel have experienced radical changes of name, while others retain their old name, but with so complete a change of makeup that their identity would be lost to many of their earlier contemporaries. The lists are as fol-

DRUGS, CHEMICALS AND DYESTUFFS,

Arnold & McNarry, 45 Park place, Aspinwall, Jas. S., 86 William st. Abecasis, Marco, 41 Beaver st. Arnson & Wilzinski, 12 Cedar st. Barkley, Wm., & Co., 34 Cortlandt st. Brinckerhoff, V. W. 1 College place, Blackler, Wm. H., 62 William st. Bronson, T. A., & Co., 42 Cedar st. Browne, Wm. E., & Co., 22 Cedar st. Burt, Arthur W., 24 Cedar st. Buswell & St. John, 76 William st. Bachman, Renatus, 66 Beekman st. Bachman, Renatus, 66 Beekman st. Bachman, Geo., 5 Gold st. Boardan, G. M., 24 Barclay st. Brandels, Julius, 49 Cedar st. Burseth, Francis J., 64 Beaver st. Beyerbach & Schultz, 22 Liberty st. Breithaupt & Wilson, 46 Park place, Bloomfield, J. C., & Co., 11 Dey st. Bloomfield, J. C., & Co., 110 Dey st. Bull, B. W., 44 Cedar st. Carle & Strong, 153 Water st. Coolidge & Adams, 108 John st. Cooper, Chas., & Co., 150 Chatham square, Crawford, G. S., & Co., 150 Water st. Cowperthwaite, Montgomery B., 5 William st. Crittenton, Chas. S., 77 Sixth ave. Comperthwaite, Montgomery B., 5 William st. Dany, Hoagland & Stiger, 54 Cortlandt st. Dudley & Stafford, 69 Beekman st. Dandria, J. N., 60 William st. Dany, Hoagland & Stiger, 54 Cortlandt st. Dudley & Stafford, 69 Beekman st. Dandria, J. N., 60 William st. Danyel, & Cooke, 58 Cedar st. Davis, Wolt & Co., 161 William st. Dodge & Olcott, 88 William st. Dodge & Cooper, Co., 161 William st. Dodge & Cooper, Geo. A., 18 Liberty st. Everett, Henry W., 64 Pine st. Frace, E. Amend, 205 Third ave. Eames, Chas. J., 26 Pine st. Fougera, E., & Co., 30 N. William st. Fraser & Amend, 205 Third ave. Eames, Chas. J., 26 Pine st. Froye, Johnston E., 96 Reed st. Frarr, Jas. M., 60 Cedar st. Fisher, Francis, 66 Pine st. Froye, Johnston E., 96 Reed st. Frarr, Sas. M., 60 Cedar st. Fisher, Francis, 67 Pine st. Froyer, Johnston E., 96 Reed st. Frarr, Jas. M., 60 Cedar st. Huller, Re., & Co., 87 Pine st. Hurburd, Rev. M., 65 Beaver st. Hawk Hill, Edward.
Hillier, R., & Son, 58 Cedar st.
Isaacs, A. & Co., 58 Cedar st.
Jadwin, Orlando H., 53 Cortlandt st.
Jackson, Henry, 221 Pearl st.
Jacoby, George, 103 Maiden lane.
Gordon, Wm. F., 56 Pine st.
Jungbluth, Julius, 22 South William st
Keith, Bethuel & Co., 41 Liberty st.
Kidder & Wetherill, 57 John st.
Kalbeflisch's, Martin, Sons, 55 Fulton
Krockowizer & Harnish, 113 Water st.
Kraft, Charles H., 18 Exchange place. William st.

Keppelmann, Adolphus, 168 Fulton st.
Klingsoehr, Wictor & Co., 57 Cedar st.
Kuttroff, Adolphus, 40 Cortlandt st.
Karstens, Hugh H., 58 Cedar st.
Kent, H. A., Jr., 97 Maiden lane.
Kahl, John L., 69 William st.
Lanman & Kemp, 68 William st.
Lazell, Marsh & Gardiner, 10 Gold st.
Lauer, John E., 55 Fulton st.
Lee, Jas., & Co., 72 Pine st.
Luhme, F. J., & Co., 4 Murray st.
Lamson, George W., 61 Cedar st.
Leeds, Edward A., 157 Maiden lane.
Lawrence, E. N., & J. B., Jr., 172 Pearl st.
Longhurst, James S., 54 Cedar st.
Longhurst, James S., 54 Cedar st.
McChonald, R. H., & Co., 32 Commerce st.
McKeachine & Rupert, 90 William st.
McKesson & Robbins, 91 Fulton st.
Matthews, A. I., & Co., 12 Gold st.
Mongan, James A., 198 Greenwich st.
Morgan, James A., 198 Greenwich st.
Morgan & Allen, 46 Cliff st.
Morgan, James L., & Co., 47 Fulton st.
McGown, Thomas W., 18 Liberty st.
Morgan, James L., & Co., 25 Cedar st.
Miliord & Conway, 53 Cedar st.
McGown, Thomas W., 18 Liberty st.
Morgan, James H., & Co., 25 Cedar st.
Miniszek, James H., 72 William st.
N. Y. Drug & Chemical Co., 52 Vesey st.
Nichols, Francis B., 71 William st.
Paine Bros., 58 Maiden lane,
Palanca, Ramon, 107 Pearl st.
Pinchot, Bruen & Hobart, 214 Fulton st. Merrick, Y. 19, & Co., 53 Cedar st.

Miniszek, James H., 72 William st.

N. Y. Drug & Chemical Co., 52 Vesey st.

Nichols, Francis B., 71 William st.

Palanca, Ramon, 107 Pearl st.

Pinchot, Bruen & Hobart, 214 Fulton st.

Pennington, J. C., & W., 5 William st.

Pélzer, Charles, & Co., 17 Beekman st.

Powers & Weightman, 56 Maiden lane.

Pokorny, Louis, 7 Burling slip.

Parsons & Petit, 59 Beaver st.

Reed, Carnrick & Andrus, 122 Liberty st.

Richter, Herman, 53 Cedar st.

Robbins, Marshall & Co., 163 Broadway.

Rosengarten & Sons, 58 Maiden lane.

Riker, J. L. & D. S., 45 Cedar st.

Ripke, Edwards, 4 Hanover st.

Ross, W. A., 56 Pine st.

Rumpff & Lutz, 42 Beaver st.

Reed & Co., 54 Cedar st.

Reed & Co., 54 Cedar st.

Reed & Co., 54 Cedar st.

Ruddin, Wm., 74 William st.

Ruddiny, John, 176 William st.

Ruddiny, John, 176 William st.

Stophens, Philetus, 91 Liberty st.

Sands, A. B., & Co., 141 William st.

Southwick, George Wm., 36 Vesey st.

Schneider, Bell & Co., 40 Fulton st.

Seely, Charles A., 26 Pine st.

Sperer, Edward, 68 Broadway.

Seely, Charles A., 26 Pine st.

Squire, Newton, 99 Maiden lane,

Salomon, Louis A., 24 Codar st.

Schering & Glatz, 34 William st.

Schieffelin, E., 59 Cedar st.

Scherifelin, B., 59 Cedar st.

Scherifelin, B., 59 Cedar st.

Scherifelin, B., 59 Cedar st.

Schering & Glatz, 34 William st.

Stallman & Fulton, 26 Cedar st.

Stallman & Fulton, 26 Cedar st.

Stallman & Fulton, 26 Cedar st.

Stutherland, J. P., & Son, 55 Pine st.

Stallman & Fulton, 26 Cedar st.

Stutherland, J. P., & Son, 55 Pine st.

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Stutherland, J. P., & Son, 55 Pine st.

Stallman & Fulton, 26 Cedar st.

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Stutherland, J. P., & Son, 55 Pine st.

Stallman & Fulton, 26 Cedar st.

Stutherland, J. P., & Son, 55 Pine st.

Trippe, Jos. E., & Sons, 71 Warren st.

Trype, Jos. E., & Sons, 71 Warren st.

Trype, Jos. E., & Sons, 71 Warren st.

T

Ansbacher, IA. B., 15 John st.
Anderson, Pierce & Co., 174 Fulton st.
Averill Chemical Paint Co., 32 Burling slip.
Andoe, Wm., 113 Maiden lane.
Banker, Geo. W., 129 Maiden lane.
Baxter, Bell & Co., 220 Pearl st.
Bidwell, Daniel, 254 Pearl st.
Bogert, Peter, & Co., 14 Cortlandt st.
Bowman, O. O., & Co., 47 Dey st.
Brooklyn White Lead Paint Co., 89 Maiden the.

Bowman, O. O., & Co., 47 Dey st.
Brooklyn White Lead Paint Co., 89 Maiden lane.
Budd, Jno. J., 149 Bank st.
Christal Bros., 240 Pearl st.
Close, Wm. J., & Co., 5 Chatham square.
Colgate, Robert, & Co., 287 Pearl st.
Curtiss, Russell F., & Co., 115 Liberty st.
Devoe, F. W., & Co., 117 Fulton st.
Haineman & Stiner, 89 Fulton st.
Haineman & Stiner, 89 Fulton st.
Hall, Bradley & Co., 181 Water st.
Hobbs & Hebberd, 115 Fulton st.
Jessup & Childs, 225 Pearl st.
Jessup & Childs, 225 Pearl st.
Jewett, John, & Sons, 182 Front st.
Keys, Alfred D., 75 Maiden lane.
Kohnstamm, H., 100 Chambers st.
Lyle, Jabe M., 91 Liberty st.
Leggett, F. W. & G. F., 301 Pearl.
Lehigh Metallic Paint Works, 214 Pearl st.
Mackintosh, Daniel, 17 Cedar st.
Masury, John W., Fulton st.
Metzler, Chas., 304 Pearl st.
McDonagh, Wm., & Co., 180 Front st.
Mandeville, Jno. J., 221 Pearl st.
Marcus Bros. & Co., 321 Pearl st.
Mayer, Robt., & Co., 54 John st.
Ridner, Jno. P., 97 William st.
Raynolds, C. T., & Co., 106 Fulton st.
Rocky Mountain Paint Co., 110 John st.
Schoonamaker, Sam'l A., 189 Chatham square.
Sceley & Stevens, 32 Burling slip.
Starpe, Rob't D., 214 Pearl st.
Siebold, H., & Co., 24 Liberty st.
Sloan, Dan'l, & Co., 109 W. Broadway.
Smith, J. Lee, & Co., 276 Pearl st.
Toch Bros., 35 Bowery.
Todd, Geo. W., 64 Dey st.
Tuers & Cooper, 81 Maiden lane.
Thornhill & Co., 194 Front st.
Tiemann & Co., D. F., 16 Park place.
Union White Lead Mfg. Co., 26 Bowling Slip.
Vandewenter, Jno. & Son, 232 Greenwich st.
Walter & Fleiding, 218 Pearl st.

seven years. He claimed that his father's name was Kahn, his step-father's name was Mack, and we presume his step-mother's name was Williams. He said he was stopping at the Hotel Majestic, and tried to persuade these gentlemen to come to his hotel and allow him to prove his identity.

In any event, Mr. Kahn, or whatever his name may be, is not a suitable party to be entertained by New York business men. He is said to be about five feet four inches in height, a stocky, well-built, bull-necked, red-faced individual, with a long brown mustache, light hair, gray eyes, and about 30 years of age. He has evidently been so occupied since his arrival that he hasn't had time to wash the dirt out of his ears or brush his teeth, and, as one of his entertainers remarked: "I don't object to being worked occasionally by a clean-cut, gentlemanly appearing, well groomed fellow, but to be taken for a sucker by a miserable, dirty and greasy specimen like this, makes me feel like going into the back room and kicking myself."

DEVELOPMENTS IN THE BISCUIT WAR.

The biscuit trade war is still on, and the prospects of a settlement seem to be no better now than they were a month ago. Prices have been sent down to a point where it is extremely doubtful if either the New York or American Company is covering the cost of production. On some classes of goods experts say they are both certainly losing money, and lots of it. If this is true the great increase of business which is reported does not carry with it much encouragement. Even if the companies are holding their own and are not actually losing money the prices which they quote are likely to be sufficiently attractive to dealers to induce many of them to stock up several months ahead. Many grades of goods, and those on which it is claimed the largest profit is made, are put up in such shape that they can be kept in stock a long time. Should there be a stocking-up movement of any proportions it would, of course, mean a very limited demand for the goods for some time after the war is settled and prices are restored. The history of nearly all trade wars of this kind teaches that the effects of the fight do not by any means cease with the cessation of hostilities, but are felt in a greatly decreased volume of business for a long time after.

Early in the year effort

Derrick says that in his ticulars Mr. Kirk has file agreement, which demonstrathat in all essentials the Pu pany proposes to combine organizations that have be with the capital contribute producers, into one great co

Exhibit "B," as recorded in bill of complaint, makes reading. It shows how abo ter million dollars of the oil money is to be squandered in high-priced officials on the finding a market for the rethe independent refiners. The to be no evident purpose of the enterprise so as to retui of profit to the gentlemen contributed their means in tion of the enterprise. The turn down Mr. Kirk has res serious dispute.

WHITE LEAD FACTORY PA

The loss by fire at the Chadvlead factory in Salem, Mass., ably not exceed the first es \$25,000 to \$30,000, although carried an immense stock of larger portion, however, bein storehouses, which are uning assessed value of the built in \$5,000, and there was a number able "mills" and other machine besides 140 tons of lead. The ery is probably a total loss, will be a salvage on the lead.

Of the insurance, \$60,000 is in the corroding house, and \$ stock in the vinegar house, untouched.

The storehouses, which we filled with stock, are uninjurealso the boiler and engine hour origin of the fire is a mystery; ed in the machine shop who was no fire.

AN OIL REFINERY FOR

When the standard oil tank Mexicano leaves Philadelphia days for Mexican ports she on board sufficient machinery an oil refinery, which is to lished at Tampico. This wifirst refinery at that place all the oil shipped to Mexico crude material, and this is to Vera Cruz, from which Tam ceives all its refined oil. He ceives a large quantity of cruleum from Philadelphia, and cano is kept going constantly that

DIETZ DI	RUG CO.,					New York City.
FRANCIS	, ЈОНИ Н., .					New York City.
GIBBS, W	TILLIAM E., .					New York City.
GREEN &	c CO., DAVID E., David E. Green. David E. Green, Jr					New York City.
HOPKINS	S CO., J. L., J. L. Hopkins. A. A. Stilwell (Spe Chas. A. Holmes.					New York City.
ISAACS 8	CO., A., Max Wertheimer.					New York City.
LASKER	& BERNSTEIN, G. Lasker. C. Bernstein.	•				New York City.
LADD &	COFFIN, John B. Ladd. Sturgis Coffin.					New York City.
LEBESS S	PONGE CO., J. B. Raboteau. A. Moses. J. E. Leonsi.					New York City.
LEEMING	& CO., THOMAS Thomas Leeming. Joseph Leeming.	, .		٠		New York City.
LEUDERS	& CO., GEORGE, Geo. Leuders. Ferdinand Weber. Henry J. Heister.				•	New York City.
LUTKINS,	STEPHEN H.,					New York City.
	TINE MANUFAC Timothy L. Woodr Rodney A. Ward, T	uff, P	resid	COM lent.	PAN	YY,

Charles C. Heuman, Secretary.

MARIANI	& CO.,	New York City.
MARX &	RAWOLLE,	New York City.
McCOTTI	ER & CO., SAMUEL G., Samuel G. McCotter. Samuel M. Moneypenney.	New York City.
MULHEN	S & KROPFF,	New York City.
NATIONA	L LEAD CO.,	New York City.
NEW YOR	RK PHARMACAL ASSOCIATION, John Carnrick, President. John E. Andrus, Treasurer. John H. Butts, Secretary.	New York City.
NEW YOR	RK QUININE AND CHEMICAL WOR (Limited.)	KS, N. Y. City.
OAKLANI	J. G. Timolat, Proprietor.	New York City.
PACKARI	D & CO., M. N.,	New York City.
PARIS, A	LLEN & CO.,	New York City.
PEEK &	VELSOR,	New York City.
PHILLIP	S CHEMICAL CO., THE CHAS. H., A. N. Phillips, President. J. C. Reynolds, Treasurer. W. D. Phillips, Secretary.	New York City.



In response to numerous requests by appreciative (?) Comrades that the editor of these semi-monthly feuilletons permit his portrait to grace their pages, the Commander modestly complies with the above life-like picture, taken in the act of lecturing his flock.



PLANTEN & S J. R.	ON, H., . Planten.			New York City.
H. S W. I	MBERT (Incor . Bedford, Pres . Lambert, Vic I. Andrews, Tr I. Dutcher, Sec	ident. e-Presiden easurer.		New York City.
RASER, WILL	IAM H., .			New York City.
RECAMIER M	FG. CO.,			New York City.
REED & CARI	NRICK, . Carnrick, Pre			New York City.
SCUDDER, S. V	7. & F. P., Scudder.			New York City. New York City.
SHAFER CO.,	I. CALVIN (Li	m'd),	$. \cdot \cdot \cdot \cdot \cdot \cdot \cdot \cdot \cdot $	New York City.
STILWELL, A	RTHUR A			New York City.
J. W W. 1	O, D. F., C. Tiemann. C. Tiemann. F. Tiemann. C. Tiemann, Jr.			New York City.
	BRAIDICH, lf F. Braidich. es G. Shaw.			New York City.
KELLOGGS &	MILLER,			. Amsterdam.
2	OMPANY, DR as M. Kilmer. is Kilmer.	•, • •		Binghampton.
The Cha	YLIE, rge Young, mas H. Bauch rles A. Smylie. lphe E. Smylie			. Brooklyn
Т. І	PANY, THE, nuel J. Tilden, I 3. Glazebrook, 3. Cox, Secretan	President. Vice-Presid		New Lebanon.

NATIONAL ECLECTIC MEDICAL INSTITUTE, M. L. Filkins, President.	Rochester
C. O. Filkins, Secretary and Treasurer.	
ECKERMANN & WILL,	Syracuse
Louis Will.	Syracuse
Albert J. Will.	
Chas. Eckermann.	
Theo. C. Eckermann.	
WELLS MFG. CO., A. J.,	Syracuse
0Н10.	
EAGLE WHITE LEAD CO.,	Cincinnati
John B. Swift, President.	Cincilliati
Jas. H. Prince, Vice-President.	
J. Gordon Taylor, Secretary and Treasurer	
T. J. Swift, Superintendent.	
GORDON CHEMICAL CO., W. J. M.,	Cincinnati.
W. J. M. Gordon, President.	
SCOFIELD, SCHURMER & TEAGLE,	Cleveland.
W. C. Scofield.	-ieitana.
C. W. Scofield.	
Daniel Shurmer.	
John Teagle.	
SHERWIN-WILLIAMS CO., THE,	Cleveland.
H. A. Sherwin, President, (Cleveland).	
E. P. Williams, Vice-President (Cleveland).	
W. H. Hogarth, Secretary (New York).	
S. P. Fenn, Treasurer (Cleveland).	
J. F. Weare, Res. Director (Chicago).	
GILL & CO., WM. A.,	Columbus.
Wm. A. Gill.	
Henry M. Kinney.	
HARTER MEDICINE CO., THE DR.,	Dayton.
S. K. Harter, President.	
F. M. Sterrett, Vice-Pres. and Gen. Manager	.
C. F. Warner, Secretary and Treasurer.	
TROMMER EXTRACT MALT CO.,	Fremont.
L. H. Cress, President.	
J. C. Richardson, Vice-President.	
N. C. Sherwood, Secretary and Treasurer.	

ERU

CHEMICAL

-Manufacturing and Ir

Perth Amboy, N. J.

Niagara Falls, N. Y. (Niagara Electro Chemical Co.)

FOR
AMPHLET
ON:



ILOROFORM, U. S. I CYANIDE OF I

Bleaching Powder, "Electron"
Caustic Potash
Chloride of Zinc

Yellow Prussia

IAS. PFIZ

NEW FACTORS' ARGREEMENT.

A Plan to Control Sales.

IRAM WALKER & SONS' PLAN TO CONTROL THE SALE OF CANADIAN CLUB WHISKEY. SOME NEW FEATURES IN THE DISTRIBUTION OF PROPRIETARY GOODS.

(From The Pharmaceutical Era.)

Walker & Sons. Limited, of Hiram Walkerville, Ont., proprietors of Can-adian Club whisky, have adopted a ew plan for the distribution of their cods which contains some very radical eatures. The firm have suffered very creatly from the competition of imitaions and substitutes, and believe this ew plan will materially lessen this ort of injury.

The plan, inaugurated Nov. 1, 1896, onsists in selecting from the jobbing rade a limited number of firms as heir distributing agents (factors), and no sales are made to retailers except hrough one of these authorized factors. By this means the number of intermediaries between the maker and the retalier is reduced to one, and the total number of their distributing agents in the United States under the new plan said to be only about one hundred, whereas formerly they had a thousand or so jobbers on their list. To prevent temptation to retailers to cut, the factors' selling price to all retailers is fixed at a uniform rate, regardless of quantity. The following extracts from their circular to their agents by the distillers explain the plan more in detail:

tillers explain the plan more in detail:

As to Factors.—The whisky will be consigned to them under contract, which will set out that the goods shall be our property in the strictest sense until sold; that we shall be at liberty at any time to retake possession thereof; that while in their custody our factors will assume all risks of loss or damage by fire, etc., until the advance thereon hereinafter mentioned has been made; that they will advance to us in thirty days from the date of shipment the full selling price of \$12 per case of "fives"—or this amount, less 1 per cent., upon receipt of documents—which advances will, of course, be refunded by us in the event of the factorship being terminated and any goods upon which such advance has been made delivered up to us; that they will adhere strictly to all the conditions of said contract, and aid us to the best of their ability to maintain them generally; that they will not keep or list any other Canadian whisky but ours, and will use their best efforts in our behalf.

said contract, and ald us to of their ability to maintain them generally; that they will not keep or list any other Canadian whisky but ours, and will use their best efforts in our behalf.

No factor will be allowed to sell in any other city or town where another factor has been appointed; but the middle ground will be an open field. As no freights are to be prepaid or allowed by factors, and no concessions of any kind, direct or indirect, given, we expect that as a rule the trade will gravitate in the direction of the cheapest freights, although there may, of course, be some exceptions owing to personal feelings.

We shall pay freights to all factors, so that all will be upon absolutely the same footing.

Every three months we shall pay to the factors whose observance of their contract has been satisfactory to us a commision of ... upon each case consigned to them during the quarter; and every half-year an additional commission of 25 cents per case to all to whom at least 250 cases have been consigned during the six months. Strictly speaking, it would be more proper to pay these commissions upon the sales made by the factors, but as that would involve the very considerable labor of the factors, but as that would in-lye the very considerable labor of taining from each an inventory every obtaining from each an inventory every quarter the plan above proposed will be more convenient. In the event of a factorship being terminated, and goods on hand returned to us, any commission which may have been paid by us thereon will, of course, be reckoned as part of our refund to the original advances made by the factors.

Factors must confine their sales entirely to retailers. That is to say, they must not sell to other jobbers as such,

rances made by the factors.

Factors must confine their sales entirely to retailers. That is to say, they must not sell to other jobbers as such, though they may sell to those who do a jobbing and retail business combined; but such huvers must handle the goods through their retail department only.

As To Retailers.—The uniform

price to these will be \$12 per case, regardless of quantity, f. o. b., at the factor point from which delivery is made; and the terms thirty days net, or 1 per cent. discount for prompt cash.

made; and the terms thirty days net, or 1 per cent. discount for prompt cash.

No sale shall be made to any retailer who does not undertake to charge at least \$15 per case, and at least \$1.25 per bottle, to consumers, and to adhere to all the conditions of our schedule having reference to retailers.

Retailers who do a jobbing business will be permitted to purchase our whisky only as retailers, and must sell it through their retail departments at the full prices mentioned above, for reasons fully set forth in the last clause under the head of Factors.

No dealer will be permitted to order for another dealer whom he knows to have violated our schedule or suspects thereof; nor to sell or lend our whisky to any dealer after being notified not to do so by ourselves, our agents or our factors.

to any dea to do so by factors. Retailers

factors.

Retailers will be entitled to the following rebates—to be paid by us, providing we are satisfied that they have strictly maintained our prices and observed our schedule in all respects:

On purchases of 25 cases for the six months, 15 cents per case.

On purchases of 50 cases for the six months, 30 cents per case.

On purchases of 75 cases for the six months, 45 cents per case.

On purchases of 100 cases for the six months, 60 cents per case.

On purchases of 125 cases for the six months, 75 cents per case.

These rebates will be made up to June 30 and Dec. 31, respectively, in conformity with certificates to be issued as a wholese.

In case a factor does a retail as well as a wholesale business, he will be entitled to the retail rebates only on sales made at the regular authorized price of \$15 a case, and \$1.25 a bottle.

Aside from the protests of the wholesalers who were cut off, the main objection raised to the new plan was from regularly appointed factors who had been receiving a larger rate of commis cion than that allowed under the new order of things. A circular sent out by the distillers in reply to this objection wholesalers that the reminded the modern tendency on the part of manu-facturers with regard to jobbers is question It was a to ignore them. whether to sell in quantity lots to large retailers, or to require retailers to buy from a limited number of jobbers who should make up in quantity for their smaller commissions.

On Dec. 28, after nearly two months of the new regime, the firm issued another circular reporting the complaints that had come to them from wholesalers tho had been left out of the new ar-In conclusion, the circular rangement. said:

rangement. In conclusion, the circular said:

"Up to this time there has been a considerable falling off in our sales, as compared with the same period last year. We are not surprised that this should be the case at first, but we think that the normal conditions should now be restored, if our factors generally are doing what we have a right to ask.

"We have determined to give the new system a thoroughly fair trial; but, inasmuch as it has always been clear to us that it could not possibly succeed without the cordial co-operation of our factors, we must plainly say that if the falling off in business long continues a change will be necessary. If the unsatisfactory results are confined to certain sections only, the change will, perhaps, be merely as to those factors whose districts seem to be neglected; but should the disappointment be anything like general, it is hardly necessary for us to say that we shall be compelled to retrace our steps before the mischief has gone too far. We, therefore, urge upon every factor, who believes the present system to be sound in principle and to his personal advantage, to do his part to put it upon a solid footing."

The result of the experiment is understood now to be more satisfactory to its

The result of the experiment is under stood now to be more satisfactory to its originators than they feared when circular was issued. On Feb. 1 they issued a circular insisting on no goods being sold by authorized factors to the other jobbers on pain of

SHIPPING & COMMERCIA

seven years. He claimed that his father's name was Kahn, his stepfather's name was Mack, and we presume his step-mother's name was Williams. He said he was stopping at the Hotel Majestic, and tried to persuade these gentlemen to come to his hotel and allow him to prove his identity.
In any event, Mr. Kahn, or whatever

his name may be, is not a suitable party to be entertained by New York business men. He is said to be about five feet four inches in height, a stocky, well-built, bull-necked, red-faced individual, with a long brown mustache, light hair, gray eyes, and about 30 years of age. He has evidently been so occupied since his arrival that he hasn't had time to wash the dirt out of his ears or brush his teeth, and, as one of his entertainers remarked: "I don't object to being worked occasionally by a clean-cut, gentlemanly appearing, well groomed fellow, but to be taken for a sucker by a miserable, dirty and greasy specimen like this, makes me feel like going into the back room and kicking myself."

DEVELOPMENTS IN WAR. THE BISCUIT

The biscuit trade war is still on, and the prospects of a settlement seem to be no better now than they were a month ago. Prices have been sent down to a point where it is extremely doubtful if either the New York or American Company is covering the cost of production. On some classes of goods experts say they are both certainly losing money, and lots of it. If this is true the great increase of busi-ness which is reported does not carry with it much encouragement. Even if the companies are holding their own and are not actually losing money the prices which they quote are likely to be sufficiently attractive to dealers to induce many of them to stock up several months ahead. Many grades of goods, and those on which it is claimed the largest profit is made over not the the largest profit is made, are put up in such shape that they can be kept in stock a long time. Should there be a stocking-up movement of any proportions it would, of course, mean a very limited demand for the goods for some time after the war is settled and prices are restored. The history of nearly all trade wars of this kind teaches that the effects of the fight do not by any means cease with the cessation of hostilities, but are felt in a greatly decreased volume of business for a long time after.

Early in the year efforts were made by the three large biscuit companies of the country—the New York, American and United States—to come to some agreement in regard to prices, according to advices from Chicago. Several conferences were held there, it is alleged, by representatives of these concerns, but there was one hitch after another, and the result was a flat fail-ure. Shortly after that the war broke The American company made the first open reduction, but it claims that its competitors had for some time been making secret cuts in the Eastern territory. Since then reductions have followed each other in rapid succession. It is claimed that on certain low grade goods there has been a cut to jobbers of 50 per cent.

OIL MAGNATES DISAGREE.
David Kirk's suit against the Pure Oil Company, asking for an injunction to prevent the officers of the company, elected at the meeting in Jersey City, Feb. 22, from exercising their duties, has thrown a great deal of light upon the interior workings of the combina-tion recently formed. The Oil City

Derrick says that in his ticulars Mr. Kirk has file agreement, which demonstra that in all essentials the Pur pany proposes to combine organizations that have with the capital contributed producers, into one great cor Exhibit "B," as recorded in

bill of complaint, makes reading. It shows how abo ter million dollars of the oil money is to be squandered in high-priced officials on the finding a market for the refl the independent refiners. to be no evident purpose of c the enterprise so as to return of profit to the gentlemen contributed their means in the tion of the enterprise. The a turn down Mr. Kirk has resu serious dispute.

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AN OIL REFINERY FOR M. When the standard oil tank:

Mexicano leaves Philadelphia i days for Mexican ports she on board sufficient machinery an oil refinery, which is to lished at Tampico. This w first refinery at that place. all the oil shipped to Mexico is crude material, and this is revera Cruz, from which Tamp ceives all its refined oil. Mexico is ceives a large quantity of crude leum from Philadelphia, and the cano is kept going constantly. cano is kept going constantly that port and Mexico. Land crude oil at Vera Cruz, the vessel takes the refined from that port to Tampico, from which place she comes to Philadelphia in ballast. Upon the completion of the refinery at Tampico the vessel will then, of course, not have to take refined oil there.

CHARTER FOR A GREAT COMPANY.
Judge Hanckel of Norfolk granted a
charter to the Companhia Exploradora
do Amazonas Company, the purposes
of which are to carry on a general export and import business between the United States and foreign countries, including the purchase, production and sale of crude, unmanufactured rubber, and all classes of produce, and to hold, improve, sell and exchange State or other concessions. The capital stock is to be from \$2,000,000 to \$10,000,000. The amount of real estate to be held is not to exceed 250,000 acres. The princinot to exceed 250,000 acres. The principal office of the company is to be in Norfolk, Va., with right to establish offices elsewhere in the United States and foreign countries. The officers are and foreign countries. Edward T. Perine of Hackensack, N. J., president; Samuel B. Lawrence of New

NEM

MANUFACT

CREAM TARTAR, Crystals a
TARTARIC ACI

CITRIC ACI

BORACIC ACID, Crystals, Gr

BOB

Refined C Potassiun Strychnia Bismuth, Rochelle Salts, Iodoform, Powd. and Cryst., Mercurial Preparations, Bismuth, Subnitrate,

ALSO A GENERAL LINE OF P

Perhaps nothing will more vividly recall to the minds of those who were in trade in the early seventies, the events of that time, than a call of the roll of names which were printed in the Business Directory of 1871, as the representative houses in oils, paints, drugs, chemicals and dyestuffs. We therefore reproduce this roll herewith, and while we have supplied some deficiencies which we recognized further important.

Keppelmann, Adolphus, 168 Fulton st.
Klingsoehr, Wictor & Co., 57 Cedar st.
Kuttroff. Adolphus, 40 Cortlandt st.
Karstens, Hugh H., 58 Cedar st.
Kent, H. A., Jr., 97 Maiden lane.
Kahl, John L., 69 William st.
Lanman & Kemp, 68 William st.
Lazell, Marsh & Gardiner, 10 Gold st.
Lauer, John E., 55 Fulton st.
Lee, Jas., & Co., 72 Pine st.
Luhme, F. J., & Co., 4 Murray st.
Lamson, George W., 61 Cedar st.
Leeds, Edward A., 157 Maiden lane.
(Lawrence, E. N., & J. B., Jr., 172 Pearl st.
Longhurst, James S., 54 Cedar st.
Longhurst, James S., 54 Cedar st.
McDonald, R. H., & Co., 32 Commerce st.
McKeachine & Rupert, 90 William st.
McKesson & Robbins, 91 Fulton st.
Matthews, A. I., & Co., 12 Gold st.
Monnell & Titsworth, 52 Dey st.

- Michigan			_		
Isane o	Name and Firm.	Date	of de	ath.	Age.
Sept. 18, 1:	893. J. C. Eastman	.Sept.	12,	1893	
Oct. 16, 18	893. John McKesson, Sr., of McKesson & Robbins	.Oct.	11,	1883	86
Nov. 6, 18	893. William L. Vennard, of McKesson & Robbins	.Oct.	28.	1893	. 51
Nov. 27, 18	893George Kemp, of Lanman & Kemp	Nov.	22.	1893	68
Nov. 27, 18	893William T. Coleman	Nov.	20.	1893	
Dec. 11, 18	898Edward Austen, Baltimore	Dec.	6.	1893	_
Dec. 11, 18	93 Cooper Smith, of Cooper Smith & Co	. Dec	8	1893	56
Jan. 1, 18	894 Moses T. Campbell, of Campbell & Thayer	.Dec.	23	1893	. 44
Jan. 1, 18	894. George McDermott, of Edward Hill's Son Co	Dec	24.	1893	48
Feb. 12, 18	94. R. E. Sellers, Pittsburg	. Feb	7	1894	80
Feb. 26, 18	94. E. A. Crenshaw, of Bullock & Crenshaw	Eeb.	19	1894	67
Mar. 12, 18	94S. Van Sycle	No.	LU,	ated.	. 01
Mar. 19, 18	804. Patrick Gibbons, with McKesson & Robbins	Man	14	1804	72
April 9, 18	94. W. J. Cutler, of Cutler Bros & Co	Amnil	1	1904	70
Ar. 116, 18	94. John Satterfield, Buffalo, N. Y	April	т,	1004	. 10 KA
April 30, 18	94. Theodore Metcalf, of Theodore Metcalf & Co	Ammil	υ, ne	1004	. 04
	94. Seth Talcott, of Talcott, Frisbie & Co	April	20,	1004	. 64
10	Thomas F Facles with Devne & Raundle Co.	APIII. A rapil			
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VGENTS,

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ILLER: The Best Paper Filler on the Market. 1 lb equals 2 lbs Sal Soda, Sal Soda,

1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	The same of the sa	N. d			
Sept. 18.	C. Eastman	.Sept.	12,	eath. 1	. –
Oct. 16, 1	893. William L. Vennard, of McKesson & Robbins	.Oct.	11,	1803.	. 86
Nov. 27, 1	893. George Kemp, of Lanman & Kemp	Nov.	22,	1893.	. 68
Dec. 11, 1	893. Eliward Austen. Baltimore	Dec.	6,	1893.	. —
Jan. 1, 1	894. Moses T. Campbell, of Campbell & Thayer	Dec.	23,	1893.	. 44
Feb. 12, 1	1894. George McDermott, of Edward Hill's Son Co	.Feb.	1,	1894.	. 30
Mar. 12, 1	894. E. A. Crenshaw, of Bullock & Crenshaw 894. S. Van Sycle	No	t st	ated.	. —
April 9, 1	804. Patrick Gibbons, with McKesson & Robbins	.April	1,	1894.	. 79
April 30,	894. John Satterfield, Buffalo, N. Y	.April	26,	1894.	82
30, 1	1894. Seth Talcott, of Talcott, Frisbie & Co	.April	16,	1894.	. 64
ay 14, 1	894. George H. Summers, with Parke, Davis & Co	No	ot #1	tated.	. 40
une 25, 1	894. Jonathan Watson 894. William Henry Hall, of Hall & Ruckel	Ne	t si	ated.	
July 9, 1	1894. H. L. Bushwell	.June	5,	1894.	. 68
July 16, 1	1894. John Purcell, of Purcell, Ladd & Co., Richmond, Va	June	29,	1894.	. 78
July 30, 1	1894. D. C. Belknap, of E. S. Belknap Manufacturing Co	.July	14,	1894	. 73
Sept. 24,	1894. John D. Park, of John D. Park & Sons Co	.July	17,	1894	. 81
Oct. 15,	1894. J. L. Patty, Sewickley, Pa	.Oct.	9,	1894	44
Nov. 19,	1894Peter Wolt, of Davis, Wolt & Co	.Nov.	15,	1894	ช5
Dec. 24,	1894. George H. Lincoln	Dec.	16,	1894	74
Feb. 11,	1895M. B. Suydam, of M. B. Suydam & Co., Pittsburg	.Jan.	6,	1895	44
Feb. 11,	1895. D. N. Lebess, of Lebess Sponge Co	. Feb.	8,	1895	70
Mar. 4,	1895Walter Adams, of Walter Adams & Co	.Feb.	23,	1895	66
April 15,	1895. W. G. Warden, Philadelphia	. April	11,	1895	52
April 22,	1895W. C. Wilson, of Harrison Bros. & Co., Philadelphia	.April	16,	1895	46
May 6, May 6.	1895. Charles Richardson, of Charles Richardson & Co., Boston. 1895. George A. Thayer, of Campbell & Thayer	.April .May	29,	1895 1895	70 73
May 13, May 20.	1895. E. Dutilh	.May	6, 14,	1895 1894	81 75
May 20, June 3.	1895. T. H. Hinchman, of T. H. Hinchman & Sons	.May	12, 29,	1895 1895	77 64
June 10, June 10,	1895. S. M. Strong, of Strong, Cobb & Co	.June	3, 1,	1895 18 9 5	63
June 24, June 24.	1895. M. F. Knudson, of Knudson, Paterson & Co	.June	17, 21,	1895 1895	47 59
July 1, July 1.	1895. Wilhelm Pickhardt, of Wm. Pickhardt & Kuttroff	.June	24, 2 5 ,	1895 1895	61 46
July 8,	1895. George F. Gregory, of Standard Oil Co	.June	29, 4.	1895 1895	62
July 22, Aug. 12.	1895. Charles A. Kimbali, with Rohe Bros. 1895. George H. Vrooman, of Geo. H. Vrooman & Co., Chicago. 1895. John Hodge, of Merchants Gargling Oil Co	July.	10, 5,	1895	49
Aug. 19,	1895. H. H. Hay, Portland, Me	Aug.	9, - 5,	1895	75 26
Oct. 14,	1895. P. P. Senour, of P. P. Senour & Co., Chicago	.Oct. .Jan.	1, 17,	1895 1896	70
Feb. 10,	1896. Jas. A. Church, of Church & Co	.Feb. .Jan.	3, 22,	18 96 189 6	68
Feb. 17, Feb. 24,	1896R. W. Tansill, Jr., of R. W. Tansill Co	.Feb.	6, 18,	189 6 1896	27 47
Mar. 2, Mar. 9,	1896. B. D. Bacon, of W. J. Matheson & Co	.Feb.	24, 27,	189 6 189 6	58 70
Mar. 9, Mar. 9,	1896. P. L. Cusachs, New Orleans	.Feb.	25, 28,	1896 1896	56 68
Mar. 23, Mar. 23,	1896. Henry Klein, of Henry Klein & Co	.Mar.	15, 17,	1 8 96 189 6	69 67
Mar. 30, Mar. 30,	1896. Henry Bower, Philadelphia	.Mar.	23, 19,	189 6 189 6	32 59
April 6, April 6,	1896. R. J. Thompson, of Thompson & Bedford	.Mar.	30, 26,	1896 189 6	67 5/7
April 20.	1896. George Watson, Jr., of Watson & Co	.April	12.	1896	48
May 4, May 4,	1896B. W. Mosher, Meriden, Ct	.Mar. .April	26, 27,	1896 189 6	80
May 4, May 4.	1896. Alex. B. Wilbor, Boston	.April	27, 24,	189 6 189 6	69 52
May 11, May 11.	1896. G. W. Dearborn, Exeter, N. H. 1896. R. D. Young, formerly of loung, Ladd & Contin	.April	5,	1896 1896	58 54
May 18, May 18.	1896. J. H. McKelvy, of National Lead and Oil Co. of Penn'a	.May	13, 30,	1896 1896	5 6
May 18, May 25.	1896. E. L. Tiemann, of D. F. Tiemann & Co	.May	10, 18,	18 96 1896	46 67
June 15.	1896. R. W. Forterfield, of Oil City Fuel Supply Co	.June	1, 12.	1896	72
June 22, June 22.	1896. J. B. F. Bliven, of Bliven & Carrington	.May	31, 18,	1896	61
July 6.	1896. John Kerry, of Kerry, Watson & Co, Montreal	.June	30,	1896	28
July 6, July 13,	1896. J. S. Abecasis 1896. John M. Coonan, with Price Baking Powder Co	.July	2, 8,	1896 1896	70 3 3
July 20, July 27,	1896Sydney B. Pickhardt	.July	16, 20,	1896	28 55
July 27,	1896C. H. Ackerman 1896H. W. Holloway, of Johnston, Holloway & Co., Philadelphia. 1896Charles W. Kellogg	.July	20, 25.	1896	3 6 81
Aug. 3,	1896. John W. M. Bligh, of Mayfield-Bligh Co	.July .Aug.	25, 24,	1896	31 29
Aug. 31,	1896. Nathaniel T. Andrews	.Aug.	24, 27.	1896 1896	68
Sept. 14,	1896. Dr. Geo. Browne Good, Washington, D. C. 1896. Thos. Burbidge, Burgoyne, Burbidge & Co., London 1896. Jno. G. White, agent for Beach & Co	.Sept.	10, 5.	1896	60
Sept. 14,	1896. Frank Montell Bartow, agent for J. A. & A. W. Bird, Boston 1896. Anton Roesingh, F. Bredt & Co.	ı.Sept. .Sept.	7, 6.	1896	3 0
Sept. 21,	1896. Edmund B. Hanna, Hanna & Andrews Manufacturing Co 1896. Prof. G. F. H. Markoe, Jas. Burnett Co	.Sept.	11, 26,	1896 1896	3 0 6 0
Oct. 19.	1896. Jas. Christie, with Fairchild Bros. & Foster 1896. Geo. W. Coulston, Jno. W. Coulston 1896. Wm. Hale Barrett, Sr., retired.	.Oct.	9,	1896.	. 37
Oct. 26,	1896 Hamlin J. Andrus, The Arlington Chemical Co	Oct.	21, 23,	1896.	48
Nov. 9,	1896. E. Waldo Cutler, Cutler Bros., Boston	Oct. Nov.	31,	1896. 1896.	. 70 . 53
Nov. 9,	1896. Geo. W. Grafflin, Georgia Chemical Works, Baltimore	Nov. Nov.	5, 8.	1896 1896	. 75
Nov. 30,	1896. Thomas White, T. & S. C. White	Nov. Dec.	. 12, 3.	1896. 1896.	. 52 . 81
Dec. 14,	1896. Geo. N. Curtis	Dec. Dec.	3, 17.	1896. 1896.	. 60
Dec. 21,	1896. C. Howard Scrymser, formerly Borne-Scrymser Co	Dec. Dec.	13, 10.	1896. 1896.	. 48
Dag 21	1896Wm. L. Lay, Pittsburg 1896Wm. H. Hostetter, secretary Cleveland Varnish Co., Clevel'd 1896Jno. H. Zeilin, J. Henry Zeilin & Co., Philadelphia	Dic.	- 6,	1396.	. 05
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Dense 58

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Wm.	J. Ostheimer.					
Geo.	R. Ostheimer.					
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Phil	lip A. Bour, Ge	neral N	lanag	er.		
PLUMLY CO.,	G W.					Philadelphia.
Geo.	. W. Plumly, Pi	esident				•
	t. A. Beggs, Sec			rea:	surer	•
						Philadelphia.
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WARE, WALT	ER F.,		•	•	٠	Philadelphia.
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	R. Warner.					
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	es Whitall.					
C. A	. Tatum.					
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	. Yost, Secreta					- 0
	os. Annadown,					
HARRIS, L. H	.,					Pittsburgh.
Pro	prietary Medic	ines.				100
LAWRENCE &	& CO., W. W.,			•	۰	Pittsburgh.
W.	W. Lawrence,					- 19
Ma	tthew Awan, I			age	r.	16
	(Bu	ffalo, N	. Y.)			Dittabassah
			•	•	•	. Pittsburgh.
	W. Watson.					- 6
J. 1	McM. King.	0035	D 4 343	7 OT	t DE	NIN
NATIONAL L	EAD AND OIL	COM	PAN	t Of	PE.	Pittshurgh
SYLVANIA	Α,		•	•	9	. Pittsburgh.

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Oxalic Acid

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Issue	of. Name and Firm.	Date of death.	1	Issue of.	Name and Firm.	Date	of dea	ath.	Age.
Feb. 3, Feb. 17,	1886. Jor. James P. Barnett, of Hore, Barnett & Co	Not stated		Jan. 1, 189	0. L. F. Babcock, Cambridge, Mass	De e .	-, :	1889.	. 40
100. 11,	1886. George D. Lanman, with J. P. Robinson & Co	Not stated	40	Jan. 8, 189	O. Dr. Joseph Struthers, with F. W. Devoe & Co	Jan.	, 3,	1890.	. 63
Mar. 24,	1886. Henry Sugden Evans	Not stated	. 40	Jan. 8, 189	OWilliam W. Smith, with Hemann & Co	Jan.	6, 1	1890.	. 69
April 7,	1886. Richard Hale, of Crane Chemical Co. Springfield N. I.	Not stated	. 63	Jan. 15, 189	O. George Maris of John M. Maris & Co	Jan.	11, 1	1890.	. 34
April 21,	1886. Francis Brown.	April 5, 1886.	. 64	Jan. 22, 189 Jan. 22, 189	0. Emlen Painter	Jan.	一, 1 17, 1	1890. 1890.	. 65
May 5,	1886. Bernard Toch 1886. Rodney C. Thursby, with M. Kalbfleisch & Sons, Brooklyn. 1886. D. J. Oliver, San Francisco	April 15, 1886.	. 57	Jan. 22, 189	00. Hugo Schering, of Schering & Glatz	Dec.	27, 1	1889.	. 66
May 5,	1886. Charles Henry Baxter of Baxter Bell & Co	.April 25, 1886.	. 53	Feb. 5, 1890	0. B. J. Adler, with McKesson & Robbins	J a n .	29, 1	1890.	. 60
May 5,	1886. Joseph A. Hatry	.April 30, 1886.	. 53	Feb. 12, 189 Feb. 19, 189	00G. Kerner, Germany	Feb.	9, 1	1890 1 <mark>8</mark> 90	. 40
May 12,	1886. Paul T. Fritzsche, of Fritzsche Bros	.May 7, 1886.	. 40	Feb. 26, 189	O.C. T. White, of C. T. White Chemical Co O.H. H. Salmon, of H. H. Salmon & Co O.George Leonard	Feb.	21, 1	1890	. 6 8
June 9,	1886. Peter W. Hoagland, of David M. Stiger & Go.	.May 4, 1886.	. 94	Mar. 19, 189	0. George Leonard 0. Solomon Adler, of S. Adler & Sons. 0. George D. Rosengarten, of Rosengarten & Sons.	Mar.	14, 1	1890	. 74
June 23,	1886. Charles Dennis, of Atlantic Mutual Inguina	.June 11, 1886.	. 65	April 2, 189 May 21, 189	O. D. J. Marrenner, of Heroy & MarrennerO. F. H. Tinker, of Oil, Paint and Drug Publishing Co	Mar.	31, 1 14, 1	.890 18 <mark>90.</mark> .	. 38
July 7, July 28,	1886. James S. Kirk, of James S. Kirk & Co	.June —, 1886. .June 21, 1886.	. 75	May 21, 1890	0. L. C. Paine, of L. C. & I. C. Paine	May	17, 1	890	63
Aug. 18	, 1886Andrew Lyons. Pittshurg	.Aug. 8, 1886.	. 62	June 11, 1890 July 2, 1890	O.D. S. Riker, of J. L. & D. S. Riker	June	10, 1, 24, 1	890 890	65
Aug. 25.	, 1886. James H. McLean, of McLean Medicine Co., St. Louis , 1886. Reuben H. Painter, of Painter Bros., Olean, N. Y. , 1886. William C. Ely, Clyde, N. Y.	.Aug. 13, 1886.		July 9, 1890	O.E. A. Frazer, of Frazer & Lee O.W. B. Woodward, of E. Fougera & Co O.Charles Schmidt, of Schmidt & Strong	July	6, 1	890	50
Oct. 27,	, 1886. John J. Petit. of Parsons & Petit	.Oct. 24, 1886.	. 29	July 23, 1890	O. M. M. Pigott, of M. M. Pigott & Son	July	14, 1	890	65
Dec. 1,	1886. Robert K. Remington, Fall River. 1886. Samuel C. White, of T. A. & S. C. White. 1886. M. E. Ansbacher, of A. B. Ansbacher & Co.	Nov. 25, 1886.	. 60	July 30, 1890	O. Clayton French, of French, Richards & Co	July 2	25, 18	890	82
Jan. 26.	. 1887Edward Leavitt. of Brooklyn White Lead Co	.Dec. 23, 1886.	. \$9	Sept. 17, 189	O.F. W. Gerard, of Gerard & Brown	Sept. 1	15, 18	890	50
Mar. 16.	1887. Silas W. Johnson, of Whittier Fuller & Co. Son Francisco	.Feb. 28, 1887	78	Oct. 15, 1890 Oct. 22, 1890	OThomas W. Leonard, with Hopkins, Dwight & Co OW. T. Thurston, of Thurston & Braidich	Oct. 1	8, 18 19, 18	8 90	59
Mar. 23,	1887. J. Watson Beach, of Beach & Co., Hartford, Ct	.Mar. 22, 1887.	. 70	Dec. 17, 1890 Dec. 17, 1890	O.V. H. Smith, of Valentine H. Smith & Co., Philadelphia O.Jay Lee Smith, of J. Lee Smith & Co O.Henry Nordlinger, of Henry Nordlinger & Co	Dec. 1	11, 18	890	35 61
May 11, May 25.	, 1887W. C. De Pauw, New Albany, Ind	.May 6, 1887.	. 66	Dec. 17, 1890 Dec. 31, 1890	OAlfred Lister, of Lister's Ag. Chemical Works OL. Richardson, of C. T. Raynolds & Co	Nov. 3	30, 18 25, 18	890 890	69 5 8
Aug. 31	, 1887Charles M. Childs, of C. M. Childs & Co. , 1887John D. Dix, of Dix & Co. , 1887Charles O. Wolcott, of Masury & Co.	Aug. 22, 1887.	. 72	Jan. 21, 189	1. Semon Bache, of Semon Bache & Co	Jan. 1	10, 18	891	5-4
Oct. 5	1887H. W. Lincoln. Boston	.Sept, 1887.	. 54	Jan. 28, 189 Feb. 11, 189	1. Hon. David Emery, Titusville, Pa	Jan. 2	8, 18	891 891	54 53
Nov. 2	, 1887Rufus Story , 1887J. Lee Smith, of J. Lee Smith & Co. , 1887William Reed, Pittsburg.	Oct. 24, 1887.	. 70	Feb. 18, 189	1Charles Lennig, of Charles Lennig & Co., Philadelphia 1W. A. Pullman, President Seaboard National Bank 1F. W. Parrott, of Parrott Varnish Co	Feb. 1	13, 18	891	47
Nov. 16 Nov. 23	, 1887. Paul Casamajor, Brooklyn , 1887. William D. Paterson	.Nov. 13, 1887. .Nov. 19, 1887.	. 5 6	Feb. 25, 1891 Mar. 4, 1891	1. W. F. Conroy	Feb. 1Not	7, 18 stat	91	6 3 4 9
Nov. 30), 1887David Corvee, of J. L. Thompson, Sons & Co., Troy), 1887August Gildemeister, of Simonds & Gildemeister), 1887David Randall, of David Randall & Co., Boston	.Nov, 1887.	. 68	Mar. 18, 1891	1. William Rupp 1. W. H. Macy, of Josiah Macy's Sons	Feb. 1	3, 18	391	86
Nov. 80 Dec. 7	O, 1886Charles K. June, of Acme White Lead & Color Works 7, 1887J. J. Vandergrift, Jr., Pittsburg	.Nov. 17, 1887. .Dec. 1, 1887.	29	April 1, 189: April 15, 189:	1. Clarence Brooks, of Clarence Brooks & Co	Not	stat 1, 18	ed	_
Dec. 14	', 1887J. M. C. Martin, of J. M. C. Martin & Sons	.Dec. 12, 1887.	. 65	April 22, 189	1. John T. Lewis, of John T. Lewis & Bros	Not	stat	ed	76
Jan. 11	4, 1888. B. L. Fahnestock, of B. L. F. & Co., Pittsburg	Jan 1888	BR	April 22, 189	1. Isaac Plaut, with Lehn & Fink	April 1	6, 18	91	54
Jan. 18	5, 1888. Marshall Ayres, of Lombard, Ayres & Co.	Jan. 14, 1888. Jan. 14, 1888.	. 84	May 6, 1891	1. A. A. Shalters 1. Charles Pratt, of Pratt Manufacturing Co	May	4, 18	391	61
Feb. 1	5, 1888Henry E. Williams, agent of Heminway & Co	.Jan. 23, 1888 Not stated.	. 35 . 8 5	May 13, 1893	1. Lawson Valentine, of Valentine & Co	April 2	9, 18	391	88
Feb. 15	6, 1888. Byron D. Benson, of Tidewater Pipe Co	.Feb. 9, 1888. .Feb. 20, 1888.	. 60 . —	June 17, 1891 June 24, 1891	1R. H. Hoadley, of Hoadley & Co	June 2	9, 18	891	56 53
Mar. 7	7, 1888. James How, of Union White Lead Manufacturing Co 7, 1888. E. L. Naumann	.Mar, 1888.	. 63	Aug. 10, 1893 Aug. 24, 1893	1R. J. Dodge, of Dodge & Olcott 1S. O. Rollinson, with Atlantic White Lead Co	Aug,	2, 18 7, 18	891	61
Mar. 21 Mar. 21	, 1888C. D. O'Sullivan, of Sullivan, Ravekes & Co., San Francisco. , 1888Robert Morrison, of Morrison, Plummer & Co	.Mar. 4, 1888. .Mar. 6, 1888.	. 66	Sept. 21, 189 Sept. 28, 189	1Isaac Weaver, of M. B. Suydam & Co	Sept. 1	12, 18 23, 18	891	
Mar. 28	3, 1888T. S. Freeman, of Warner & Freeman	.Mar, 1888.	. 78	Oct. 12, 1891 Oct. 19, 1891	1. J. H. Duggan, New Orleans 1. J. F. Dodd. 1. William M. Gibbs, Sewickley, Pa.	Oct.	3, 18	891	73
Mar. 28 Mar. 28	, 1888. C. N. Brackett	.Mar. 26, 1888. .Mar. —, 1888.	. 5 6	Nov. 2, 189	1J. B. Moore, of Moore & Hubbard, Syracuse	Oct. 1	7, 18	391	61
Mar. 28	3, 1888. M. R. Waite 3, 1888. William Halford, Boston 4, 1888. George B. Douglass, Boston	.Mar. 30, 1888.	. 53	Nov. 23, 189.	1. C. Witherill, of George D. Witherill & Co., Philadelphia 1. W. M. Force, of I. & C. Moore & Co 1. D. L. Ransom, of D. Kansom, Son & Co	Nov 2	20 15	201	7.4
April 18 May 16	8, 1888. Daniel C. Robbins, of McKesson & Robbins	. April 15, 1888. . May 8, 1888.	. 73	Jan. 4, 189. Jan. 4, 189	2. Dawson Miles, Jr., with E. Sehlbach & Co. 2. C. F. Erhardt, of Charles Pfizer & Co. 2. Thomas A. Allcock	Dec. 2	29, 18	S91	45
May 16	3, 1888C. F. Tay, of Howe, Balch & Tay	.May 14, 1888. .June 29, 1888.	. 48	Jan. 11, 189	2.F. R. Fowler	Jan.	4, 18	892 892	73 67
July 11	, 1888. Dr. A. T. Lowe, Boston	.July -, 1888.	. 52	F-b. 22, 189	2. J. H. Richardson, with Parke, Davis & Co	Feb. 1	16. 18	892	52
Aug. 8	8, 1888. Dr. Isaac T. White, of Keller & White, Evansville, Ind	.Aug. —, 1888. .Aug. —, 1888.	. 64	Feb. 29, 189	2. John Jarvis, of Wetherill & Co	Feb. 1	17, 18 25, 18	892	79 64
Aug. 15	5, 1888. E. P. Huylar 9, 1888. William Burger 9, 1888. John P. Wetnerill, Philadelphia	.Aug. 11, 1888.	. 69	Mar. 7, 189	2. Daniel Stewart, Indianapolis 2. R. C. Lyman, of Lyman Sons & Co, Montreal	Feb. 2	21, 18	892	42
Oct. 8	3, 1888. Samuel Marx, with Sondheim, Alsberg & Co	.Oct. 1, 1888.	. 2 8	May 23, 189 May 23, 189	2. George A. Young	May	9, 18 state	892	45
Oct. 24	4, 1888. Vincent Gibbons, with W. H. Cole & Co., London	.Oct. 23, 1888. .Oct. 27, 1888.	. 42	May 30, 189	2Oliver Johnson, of Oliver Johnson & Co., Providence, R. 2W. B. Blanding, of W. B. Blanding & Co., Providence, R. 2S. R. Pinckney, of Himrod Medicine Co	L. May 2	25. 18	592	_
Oct. 31	1, 1888. C. H. Phillips, of Charles H. Phillips Chemical Co	.Oct. 29, 1888. .Nov. — 1888.	. 69	May 30, 189 May 30, 189	2W. F. Simes, of W. F. Simes & Son, Philadelphia 2J. Monroe Taylor	May 2	21, 18 21, 18	892 892	74
Nov. 22 Nov. 22	1, 1888. William H. Brownell 1, 1888. M. F. Fowler, Boston	Nov. 14, 1888. Not stated. .Dec. 4, 1888.	. 45 . 65 . 53	Ji no 13, 189 Ji no 27, 189	2. John L. Whiting, of John L. Whiting & Sons, Boston 2. Hon. Albert Fox 2. W. J. Bower	June	6, 13 22, 13	892 892	83
Dec. 18	9, 1888. C. E. Morris, of C. E. Morris & Co	Not stated. .Dec. 14, 1888.	. 62	June 27, 189	2. F. Eckstein, Jr., of Anchor White Lead Co., Cincinnati 2. John Chapman, with G. A. & E. Meyer 2. H. W. Fuller	June l	14, 18 sta	892 ted	3 3
Dec. 26	9, 1888. David A. Stewart, Columbia Oil Co., Pittsburg	.Dec, 1888.	. 48	July 25, 189 A.g. 1, 189	2P. W. Bedford, of Pharmaceutical Record.	July 2	20, 18 sto	892 ted	5 6
Jan. Feb.	2, 1889. Samuel H. Fox	.Dec, 1888. .Feb. 2, 1889.	. 74	A 1g. 1, 189 A 1g. 15, 189 A 1g. 22, 189	2. S. Van Duzer 2. Peter Ripley, of Howe & French, Boston	Aug.	8, 18 16, 18	892	66
Feb. 13 Mar. 13	3, 1889. George R. Wilkinson, of H. W. Johns Manufacturing Co. 3, 1889. Dr. Wm. Weightman, Jr., of Powers & Weightman	Feb. 11, 1889. Mar. 6, 1889.	. 4 3	S pt. 12, 189 S pt. 19, 189	22. James R. Miller, Little Rock, Ark	Sept.	4, 18	892	54
Mar. 2	0, 1889. John H. Evans, of Wing & Evans	. Mar. 17, 1889. . Mar. —, 1889.	. 58	O t. 3, 189	22. E. Boehringer, of C. F. Boehringer & Soehme 22. J. L. Kirkland, of McKesson & Robbins	Sept. 2	25, 18	892	49
Mar. 2	7, 1889. Charles Carruth, of N. & C. Carruth, Boston	Not stated.	. 80	N. V. 14, 189	22C. E. Billings, of Billings, Clapp & Co	Oct. 1	19, 18	892	83
Mar. 2	7, 1889. S. V. Scudder, of S. V. & F. P. Scudder	Mar. 21, 1889. April 9, 1889.	. 52	Nov. 28, 189 Nov. 28, 186	22. F. B. Nichols 22. J. J. Thomsen, of John J. Thomsen & Sons, Baltimor 22. Elisha Myrick, Melrose, Mass	eNov.	22, 1 10, 1	892	. 59 71
April 2	4, 1889 A. Isaacs	Not stated.	68	J n. 9, 189	93. H. A. Hind	Net	sta. 5. 1:	ted	_
May	8, 1889. Dr. C. A. Robbins, of McKesson & Robbins. 8, 1889. David Rosenberg, of David Rosenberg & Sons. 5, 1889. N. Corwith, Sr., Chicago.	May 4, 1889.	6 5	J. n. 16, 189 J. n. 23, 189	B. H. H. Crocker, of Henry H. Crocker & Co	Jan.	10, 1 19, 1	893	73
June 1	9, 1889. William Taylor, of William Taylor & Sons	Not stated.	78	F b. 6, 189 F b. 20, 189	B. C. P. Hemenway, Boston	Jan. :	27, 1 15, 1	.893 18 9 3	74
July July	3, 1889. R. G. Mitchell	June —, 1889	54	Mar. 6, 189 Mar. 13, 189	93H. H. Burgess, of Burgess, Forbes & Co., Portland, Me 93James Richardson, of Richardson Drug Co., St. Louis 93T. N. Bolles	Feb.	28, 1 8, 1	898	. 77
July 1	3, 1889. Stephen Jenney, of Stephen Jenney & Son	July 4, 1889	66	Mar. 13, 189	93. Joseph Hughes 93. R. C. Harris, of Billings, Clapp & Co	Not	sta 9, 1	ted	. 26
Aug. 2	1, 1889. W. J. Brundred, Oil City, Pa	Aug. 12, 1889 Sept. 27, 1889	64	Mar. 27, 189	93. Henry Coffin 93. Benjamin H. Field, of C. de P. Field & Co	Mar.	25, 1	18 93	. 75
Oct.	2, 1889. F. Habirshaw 9, 1889. Louis Lutz, of Lutz & Movius. 23, 1889. B. T. Babbitt	Oct. 8, 1889	80	April 10, 189	93. Dundas Dick, of Dundas Dick & Co	April	14. 1	1893	. 55
Oct. 2	3, 1889. C. H. Morley, of J. H. Morley Lead Co	Oct. 16, 1889	43	June 12, 189	93. John F. Henry, of John F. Henry & Co	June	4. 1	1893.	. 80
Nov. 2 Dec.	77, 1889. Wm. H. Brown, of Winkelman & Brown Drug Co	Not stated Dec. 3, 1889	65	July 17, 189 July 17, 189	93. Theodore St. John, of St. John Bros	July	8, 1 12, 1	1893. 1893.	. 46
	11, 1889. Henry Harley 11, 1889. William N. Riddle 1, 1890. C. A. Ashburner, Pittsburg	INC M. 100#	00 78.6	2 gept. 11, 18	93. Henry S. Platt, of Platt & Thornburgh, St. Louis 93. John M. Maisch	Aug.	18. 1	1893	
				E.					

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RK.

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hlorate Potash,
Chlorate of Soda,
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Sal Soda-Superior and Cheaper)

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nmonia (All Grades)
of Ammonia,
e, Opium,
loride of Calcium,
Glycerine, (Grude and Refined)
Silicate of Soda,
Sulphate of Soda,
Bicarbonate of Soda,
Nitrate of Soda.

ited States and Canada of

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ds of Bleaching Powder, "Greenbank rticles of their manufacture.

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"Crystal Carbonate" (A Subst

Agents for, Manufact

Bichromate of Potash and Madder, Garancine, Cochineal, Indigo, Yellow Prussiate Muriate of Ar Carbonate Quinin Ch

Sole Agents for the U

THE UNITED ALKALI CI

For the sale of their various bran Specialties" and other a

Dec.

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NATIONAL WHOLESALE DRUGGISTS ASSOCIATION. 323 KNICKERBOCKER BRACE CO., · · · · Easton. N. A. Johnson, President. RASER, JOHN B., / Reading. RHODE ISLAND. CALDER, ALBERT L., · · · · . . Providence. VIRGINIA. VALENTINE MEAT JUICE WORKS, . . . Richmond. G. G. Valentine, President. Benj. B. Valentine, Vice-President. Fred'k S. Valentine, Treasurer. Edw. P. Valentine, Secretary. WISCONSIN. COLE & CO., J. W., · · · · Black River Falls. J. W. Cole. F. W. Cole.

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zed Food.

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for Children.

[and's	Diarrhœa Mixture,						\$2 00
	Worm Elixir,	•	·		·	•	$\frac{1}{2} \frac{1}{00}$
44	General Tonic, Chafing Powder,		•		•		2 00
N.	ordering 1 owder,	٠		•		•	2 00

parations.

n Seal Tonic, per doz.,		•			\$1 6	25 50
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rations.

;her's Syrup, W	ild Cherry and Tar	\$4 0.
Pile Unit	Worm Syrun	1 75
" Fever an	Agua Powdona	$\frac{4}{9} \frac{00}{00}$
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Webb, McLaughlin & Co., 60 Beekman st. Werthelmer, Lewis E., 104 William st. Whiting, J. C., & Co., 193 Pearl st. Wicks & Elmendorf, 161 William st. Wix, Henry, 26 Liberty st. Woodbury, Isaiah, 39 Broadway. Weddle, Thcs., & Co., 99 Maiden lane. Welles & Breinig, 166 Chambers st. Zinsser & Co., Wm., 197 William st.

OILS. Arctic Oil Co., 49 Dey st. Arctic Oil Co., 49 Dey st.
Archer & Close, 230 Washington st.
Ackerman, Peter, 116 John st.
Allen Wright Oil Co., 10 Pine st.
Baker, H. J., & Bro., 215 Pearl st.
Baker, S. T., & Co., 257 Front st.
Barker, Jos. D., 148 Front st.
Barrow, Henry, & Co., 146 Front st.
Browne, Wm. B., 93 Maiden lane.
Burke, Russel W., 181 Pearl st.
Babcock, Wm. V., & Co., 365 Pearl st.
Bingham & Co., 60 Frankfort st.
Bostwick & Tilford, 6 Hanover st.
Brown, Francis, & Son, 139 Front st. Brown, Francis, & Son, 139 Front st. Beling, Niemeyer & Enell, 62 Beaver st. Being, Miemeyer & Enell, 62 Beaver st. Blood Farm Petroleum Co., 8 Pine st. Bostwick, Andrew W., 62 William st. Bower, Wm. J., & Co., 55 William st. Bunker, A. G., 4 Hanover st. Collymore, Rob't, 47 Exchange place. Carman, B. T., & Co., 140 Maiden lane. Curtis & Crowe'l, 154 Pearl st. Carrington Bros., 226 Pearl st. Cuthber & Cunningham, 36 Burling slip. Cuthber & Cunningham, 36 Burling slip. Chard & Howe, 134 Maiden lane. Chesebrough, Robt. A., 66 Wall st. Clinton Oil Co., 109 W. Broadway. Colvin, Andrew M., 130 Maiden lane. Colgate, R., & Co., 287 Pearl st. Cook, Nehemiah B., 145 Maiden lane. Corey, G. W., & Co., 172 Washington st. Cullen, King & McGoey, 143 Maiden lane. Cooke Bros. & McCord, 504 West 38th st. Campbell & Thayer, 89 Maiden lane. Clark, Wedworth W., & Co., 10 Pine st. Cooke, Wm., 143 Maiden lane. Cooke, Wm., 143 Maiden lane. Cory & Co., 97 Maiden lane. Cory & Co., 97 Maiden lane.
Cady, Daniel H., 32 Pine st.
Dare, Wm. H., 163 South st.
Denslow & Bush, 132 Maiden lane.
Derby & Co., 105 John st.
Donald, J., & Co., 124 Maiden lane.
Dorr, Albert H., 352 Greenwich st.
Downer, A. H., 129 Maiden lane.
Downer Kerosene Oil Co., 113 Maiden lane.
Dorr, J. A.'s, Son, 339 Greenwich st.
Day & Co., 204 Pearl st.
DeCordova, Alfred, 115 William st.
Devoe Mfg. Co., 117 Fulton st.
Earle & Groesbeek, 513 Washington st.
Egbert & Brown, 26 Pine st.
Fowler, Crampton & Co., 142 Front st.
Fleetwood, Henry, 311 E. 48th st.
Fenton, Fales & Ketchum, 12 Gold st.
Froberg, Francis, 479 Broome st. Fleetwood, Henry, 311 E. 48th st. Fentom, Fales & Ketchum, 12 Gold st. Froberg, Francis, 479 Broome st. Flanders, C. N., 97 Maiden lane. Francis, George W., 175 Washington st. Galloway, George W., 203 Pearl st. Gasquoine, Samuel, 81 Cliff st. Goodkind, M., & Co., 52 Water st. Greives, John, 3 Hanover st. Haaren, R. J., & Co., Weste Bank. Habirshaw, Frederick, 113 Maiden lane. Hastings & Co., 154 Front st. Hewitt & Scofield, 2 Cedar st. Harrison, Wm. H., 235 Pearl st. Hale, Joseph, Jr., 176 Fulton st. Hiffelsheimer, J. T., 170 Front st. Hamburger, Solomon, 68 Lewis st. Hutchinson, E., 103 Maiden lane. Hensier, Andrew, 511 E. 15th st. Harley, John P., 32 Pine st. Hogg, Charles B., 271 Second st. Heye & Rice, 55 Pine st. Hoffman Petroleum Co., 8 Pine st. Irvine & Bunker, 70 Wall st. Island Oil Co., 34½ Pine st. Ives, W. J., & Co., 74 Beaver st. Jacobs, Ernest, 75 Pearl st. Judd Linseed & Sperm Oil Co., 139 Front Jacobs, Ernest, 75 Pearl st.
Jewett, John, & Sons, 182 Front st.
Judd Linseed & Sperm Oil Co., 139 Front st.
Johnston, James P., 325 Pearl st.
Kelley, Edward G., 116 Maiden lane.
Ketcham, F. O., & Co., 105 Maiden lane.
Kimball, W. H., & Co., 118 Maiden lane.
Kellogg, Edward H., 17 Cedar st.
Kellogg, Peter C., & Co., 110 John st.
Kendrick, Isaac, 81 Maiden lane.

Ketcham, F. O., & Co., 110 South st. Knight, Austin M., & Co., 83 Gold st. Leavitt & Smith, 159 Front st. Lennox, Charles S. S., 42 Cedar st.
Leonard, F. W., & Co., 118 Maiden lane.
Lester Oil Mfg. Co., 81 Maiden lane.
Libbey & Clarke, 118 Maiden lane.
Lowden, Edward M., 85 New Chambers st.
Leach, Henry L., 73 Maiden lane.
Leonard & Ellis, 107 West st.
Lockwood Bros. & Holly, 62 Beaver st.
Lyles & Polhemus. 140 Front st. Lyles & Polhemus, 140 Front st.
Lombard & Co., 40 Broadway.
Lombard, Ayres & Co., 58 Pine st.
Marsily, Schalk & Co., 66 Beaver st.
Mitchell, R. G., & Co., 168 Pearl st. Mitchell, R. G., & Co., 168 Pearl st.
Martin, Frederick, 49 Dey st.
Moore, I. & C., & Co., 182 Pearl st.
Mayhew, F. LB., & Co., 140 Front st.
Mead, P. W., 124 Maiden lane.
Merchant, Albert T., 543 W. 24th st.
Meyer, Samuel, 126 Maiden lane.
Miller, Frank & Co., 20 Cedar st.
Milliken, E. T., & Co., 139 Maiden lane.
Montgomery Oil Co., 109 W. Broadway.
Morton, Henry J., 124 Maiden lane.
McKenzie, E., & Co., 132 Maiden lane. Morton, Henry J., 124 Maiden lane.
McKenzie, E., & Co., 132 Maiden lane.
McRea, E. W., 143 Maiden lane.
Macy, Joshiah's, Sons, 525 Water st.
Manhattan Oil Co., 16 Broadway.
N. Y. Oil Co., 42 Cedar st.
Northern Light Oil Co., 38 Broadway.
Ohlen, Henry C., 32 Cedar st.
Owston, Sowers & Co., 61 William st.
Parsons, Milo H., 141 Maiden lane.
Pratt Charles 108 Fulton st. Pratt, Charles, 108 Fulton st.
Popham, Wm. H., 51 Front st.
Pryer, Jasper, 160 Front st.
Petroleum, Fuel & Lubricator Co., 34½ Pine Prentice, Frederick, 26 Pine st. Rose & Co., 4 Hanover st. Robinson, James, 83 Beaver st. Rowe, Thomas, & Sons, 181 Front st. Roudebush, Clint & Co., 42 Pine st. Railroad Oil Co., 115 Liberty st. Riggs & Bunce, 150 Front st. Sinclaire & Marvin, 8 Liberty st. Smith, Murray W., 90 West st. Sattler, August, 67 Beaver st. Southern Oil Works, 42 Cedar st. Sherwood, Irving, 140 Maiden lane. Stonewall Oil Co., 133 Maiden lane. Stonewall Oil Co., 133 Maiden lane.
Sloane Lubricating Oil Co., 34½ Pine st.
Swan, Alden S., 442 Water st.
Sonneborn, Dryfoos & Co., 58 Pine st.
Star Linseed Oil Co., 235 Pearl st.
Sidell, Cornelius V., 7 Broadway.
Smith, Fitzhugh, 56 Cortlandt st.
Squier, L. B., & Co., 172 Front st.
Schmitt, Strong & Co., 43 Exchange place.
Talmadge, Harvey E., 374 Washington st.
Truesdell, Edward D., 376 Washington st.
Turner, James, 72 Maiden lane. Truesdell, Edward D., 376 Washington st. Turner, James, 72 Maiden lane.
Taylor, J. J., & Co., 68 Cortlandt st.
Tennent, J. H., & Co., 226 Pearl st.
U. S. Petroleum Co., 45 Exchange place.
United Petroleum Farms Assn., 8 Pine st.
Vantassell, Joshua A., 16 Jay st.
Wendt, H., & Co., 154 Reade st.
Wadsworth Bros, & Co., 207 Pearl st.
Ward, Charles E., & Co., 2 Liberty st.
W. Va. Oil & Land Co., 134 Front st.
Westlake, Hutchins, Wood & Co., 9 S. Willam st. Wheelock, John W., 118 Maiden lane.
Wickes Bros., 120 Maiden lane,
Wilcox, Wm. J., & Co., 417 Washington st.
Wood, A. J., & Co., 313 Washington st.
Woodruff, Houston, 128 Maiden lane.
Woodward Oil Co., 128 Maiden lane.
Worms, Samuel, 170 Duane st.
Wright, D. F., & Co., 102 Maiden lane.
Williams, Elber T., 138 Maiden lane.
Williams, S. R., 60 William st.
Yenni, Gregory & Co., 125 Maiden lane. Wheelock, John W., 118 Maiden lane,

Williams, Elber T., 138 Maiden lane.
Williams, S. R., 60 William st.
Yenni, Gregory & Co., 125 Maiden lane.

A key to the contrast which will be noted between this list of names and one which would represent the trade to-day will be found in the necrology of the trades, as recorded in the obitvary column of the Reporter during all these years. We have compiled a necrological table from this source, and include in it the dates of issues of the paper in which the deaths were re-

corded, as a matter of reference. Doubtless this list is incomplete, but its proportions are none the less appalling.

NECROLOGY, 1871-1896.

	Name and Firm.	Date of de	ath. Age.
imue of	Name and Film. 2. Josiah Macy, of Josiah Macy's Sons		
May 22, 187	2. Josiah Macy, of Josiah Macy's Sons	Aug 19	1872. 48
Aug. 21, 187	2. Franklin E. Bradshaw	Tune 17	1874 78
June 17, 187	4. James Lee, of James Lee & Co	Aunii 12	1975 91
April 21, 187	5George D. Wetherill, of George D. Wetherill & Co	April 10, .	1875 86
May 26, 187	5Philip W. Engs, of P. W. Engs & Co	Turne 20	187K #3
July 21, 187	5. Henry Fischer	June 20, .	1075 20
Sept. 15, 187	5. Arthur H. Williams, of A. H. Williams & Co., Boston	Sept. 3, 1	1075 80
Sept. 15, 187	75. Henry T. Blow, St. Louis	Sept. 11,	1070
July 19, 187	6. Tully W. Sterry, of Weaver & Sterry	July 15,	1870 —
Oct. 11, 187	6. Josiah Macy, Jr., of Josiah Macy's Sons	Oct. 9, 1	1870 45
Jan. 24, 187	77. A. H. Taft, of Taft & Tyler	Jan. 22,	1077
Feb. 7, 187	7. Edward H. Stabler	Feb. 2,	1811
Feb. 28, 187	7Dr. Wm. Falke, with Hartman, Laist & Co	Feb. 27,	1877
Mar. 21, 187	7. Edward H. Carle, of John Carle & Sons	Mar. —,	1877
4	Cooper W Tawett of John Jewett & Sons	Aprii 9, .	1911
70 00 105	Tonny T Baker of H J. Baker & Bro	Feb. 14,	1919
4 11 6 105	Townset Carling of E. Caving, Bechet & Co	Aprii I, .	1919 60
A 04 405	Anntin M Vnight	Aug. 19,	TO19 ## 1
	TITLE IT TEmporals	Dept. o.	Tato
Nov. 27, 187	78. Daniel P. Ketchum, of Retchum & Reed	Ian 25	1879. —
Feb. 12, 187	79. E. L. Maitland, with F. W. Devoe & Co	June 17.	1879. 57
June 25, 187	9. William Adamson, of Baeder, Adamson to	Dec. 2.	1879 78
Dec. 10, 187	9. Rollin Stanford, of Stanford Manufacturing 9. James M. Motley, of Manhattan Oil Co	Dec. 11,	1879 59
Dec. 17. 187	79. James M. Motley, of Manhatten Oil Co., St. Louis	Feb. 12,	1880 48
Feb. 18, 186	30. J. J. Powers, of Future City Oil Co., St. Louis. 80. Dr. Benjamin Brandreth, of Brandreth & Co	Feb. 19,	1880 78
Mar 17 18	80. Dr. Benjamin Brandreth, of Brandreth & Co	Mar. 11,	1880 50
Mar. 17, 188	80. Lewis Sheldon, of Brooklyn White Lead Co	Man 26	1880 . 33
Mar. 31, 188	30. Major William Frew, with Standard On Co. 1888. 30. Emil Dreyfus, of J. G. Dreyfus & Co. 1888.	Mar. 29.	1880 33
Mar. 31, 188	30. William H. Holme, of Welch, Holme & Class	Dec. 26.	1880 83
Jan. 5, 18	SI. Charles R. Degen, of Degen, Tare	Dec. 29.	1880 40
Jan. 5, 188	81. Francis Humphreys, of Hemingway & Co. 81. T. J. McCoy, of American White Lead Works	Jan. 17,	1881 70
Jan. 26, 188	81. T. J. McCoy, of American White Lead Works. 81. Robert Prince, of Prince Manufacturing Co	Feb. 15,	1881 88
Feb. 16, 186	11. Robert Prince, of Prince Manufacturing Co., St. L. St. Wm. A. Thornburgh, of W. A. Thornburgh & Co., St. L.	ouisFeb,	1881 52
Teb. 23, 186	31. Wm. A. Thornburgh, of W. A. Thornburgh & Co., St. D. St. James Donald, of Locust Hill Oil Works	Mar. 6,	1881 65
Mar. 8, 180	81. James Donald, of Locust Hill Oil Works	April 10,	1881 70
May 25, 188	1. Isaiah Woodbury, of F. O. Pierce & Co		1881 . 83
July 20, 188	31. Jared Parknurst, Jr., of J. Parknurst & Co., Darman	July 16.	1981. 47
July 20, 188	31. John Morgan, of Enoch Morgan's Sons Co	Aug. 20.	1881 77
Aug. 24, 188	31. John Morgan, of Enoch Morgan's Sons Co	Oct. 10,	1881 71
Oct 12, 188	31. H. B. Speiman, of Standard On Co		

Tenn						a and the same of the same	me and a	warend	
1800		I	ssue	of.	Name and Firm.				
1802. 1802	ı	Nov. Jan.	16. 11,	1881. 1882.	Sheldon Goodwin, of Brooklyn White Lead Co	Nov.	. 10, 8,	188 2 .	. 49
1982 1982		Jan. Feb.	18, 15,	1882. 1882.	.Charles A. Morgan, of Morgan & Allen	Feb.	9, 15	1882. 1882.	. 65
Agent D. 1982		Feb. Mar.	15.	1882. 1882.	Francis S. Fleming, of Some & Fleming	Feb.	27, 25.	1882. 1882.	. 40
June 7, 1982. De Bayll & St. Sephen. of M. S. Meyban 19 fbr. 98. Louis Later and Williams. 1982.	200	Mar.	15,	1882. 1882.	B. V. Vandervort, of B. L. Fahnestock & Co., Pitsburg	Mar.	9, 30 .	1882. 1882.	. 52
June 4. 1982. H. S. Margor C. 1982. June 5. 1982. H. S. Margor C. 1982. June 5. 1982. Samool W. Haves, O Hawas & Chantanana July 22 1983. July 20 1983. Samool W. Hawes, O Hawas & Harmon M. July 22 1983. July 20 1983. Samool W. Hawes, O Hawas & Harmon M. July 22 1983. July 20 1983. Samool W. Hawes, O Hawas & Harmon M. July 22 1983. July 20 1983. Samool W. Hawes, O Hawas & Harmon M. July 21 1983. July 20 1983. Samool W. Hawes, O Hawas & Harmon M. July 21 1983. July 20 1983. Samool W. Hawes, O Hawas & Harmon M. July 21 1983. July 20 1983. Samool W. Hawes, O Hawas & Harmon M. July 21 1983. July 21 1983. Samool W. Hawes, O Hawas & Harmon M. July 21 1983. July 21 1983. Samool W. Hawes, O Hawas & Harmon M. July 21 1983. July 21 1983. Samool W. Hawes, O Hawas & Harmon M. July 21 1983. July 21 1983. Samool W. Hawes, O Hawas & Harmon M. July 21 1983. July 21 1983. Samool W. Hawas & Harmon M. July 21 1983. July 21 1983. Samool W. Hawes, O Hawas & Harmon M. July 21 1983. July 21 1983. Hawas M. July 21 1983. July 21 1983. Samool W. Hawas & Harmon M. July 21 1983. July 21 1983. Samool W. Hawas & Harmon M. July 21 1983. July 21 1983. July 21 1983. July	No.	June	7,	1882.	.Dr. David E. Breinig, of Bridgepole wood Panishing	Tune	6.	1882.	. 91
1907 1907		June	14,	1882.	.M. S. Mepham. of M. S. Mepham & Dio., St.	June	7.	1882.	. 58
July 20, 1802, January 1		July	5,	1882.	Henry A. Politanius, of Lycs Thilladelphia	July	23.	1882.	
Sept. 6 SS. Hallmark W. Harver, of Harver, & Harmon. Aug. 1482, 1050. Cet. 1982. John J. McLeron with Lomman & Comput. 1050. Cet. 1982. John J. McLeron with Lomman & Comput. 1050. Cet. 1982. John J. McLeron with Lomman & Comput. 1050. Cet. 11, 1982. Herman Langer of Adal, Kine & Co. 1, 1982. Cet. 11, 1982. Herman Langer of Adal, Kine & Co. 1, 1982. Cet. 11, 1982. Herman Langer of Adal, Kine & Co. 1, 1982. Cet. 11, 1982. Herman Langer of Adal, Kine & Co. 1, 1982. Cet. 11, 1982. Herman Langer of Adal, Kine & Co. 1, 1982. Cet. 11, 1982. Herman Langer of Market & Co. 1, 1982. Cet. 11, 1982. Herman Langer of Market & Co. 1, 1982. Cet. 11, 1982. Herman Langer of Market & Co. 1, 1982. Cet. 12, 1982. Herman Langer of Market & Co. 1, 1982. Cet. 12, 1982. Herman Langer of Market & Co. 1, 1982. Cet. 19, 1982. Herman Langer of Market & Co. 1, 1982. Cet. 1982. District Comput. Market & Co. 1, 1982. Cet. 1982. District Comput. Market & Co. 1, 1982. Cet. 1982. District Comput. Market & Co. 1, 1982. Cet. 1982. Learner Pool, of George Pool & Sm. 1, 1982. Cet. 1982. Learner Pool, of George Pool & Sm. 1, 1982. Cet. 1982. Learner Pool, of George Pool & Sm. 1, 1982. Cet. 1982. Learner Pool, of George Pool & Sm. 1, 1982. Cet. 1982. Learner Pool, of George Pool & Sm. 1, 1982. Cet. 1982. Learner Pool & Co.	-	July Aug.	26, 30,	1882. 1882.	Robert Rennie, of Lodi Chemical Works	Aug.	23,	188 2 .	. 70
Dec. 1, 1982, Horman Lange, of Asia, King & C., So, Indianguella. 1982, 1, 1982, 1, 1982, 1, 1983, 1, 1	A Vindous Barrello	Sept.	. 6, . 6,	1882. 1882.	Samuel W. Hawes, of Chase & Harmon	Aug.	_, 2.	18 8 2. 1852.	. 75 . 55
Dec. H. Dan, L. Harde, C. J. P. S.	The Party and Personal Persons Inches	Oct.	4,	1882.	George Kim, of Abel, Kim & Co., Fittsburg	.Oct.	1.	1882.	. 62
Sect. Wilson Cummingham, Sr., of Cummingham & Co. Pittasurg. Oct. 4, 1862. Sect. Nov. 1852. Sect. Sect		Oct.	11,	1882.	.Herman Lange, of Abel, Kim & Co., Tresburg	Sept.	28.	1882.	. 61
Section C. Co., of Babook & Cox.	-	Oct.	11,	1882.	.Porte C. Wheeler, of Brigger Wheeler & Ditteburg	Oct	4	1882	
Sec. 9, 1982.		Nov.	. 1,	1882.	.Dr. D. C. Keller, Or Keller & Cov.	. ()ct.	26.	1882.	. 70
Nov. 16. SSC. Nov. 17. December 1.		NOV.	8,	1882.	Cyrus P. Markel, of C. F. Markel & Soils, Tressure	.Nov.	3.	1882	. 39
Soc. 20, 1802. Some Am Luffer with Battelle & Romeick. Dec. 2, 1802. Some Am Luffer with Battelle & Romeick Dec. 2, 1802. Some Am Luffer with Battelle & Romeick Dec. 2, 1802. Some Am Luffer with Battelle & Romeick Dec. 2, 1802. Some Am Luffer with Battelle & Romeick Dec. 2, 1802. Some Am Luffer with Battelle & Romeick Dec. 2, 1802. Some Am Luffer with Battelle & Romeick Dec. 2, 1802. Dec. 2, 180	l	Nov.	1 5 , 15,	1882. 1882.	Frederick B. Doubleday, with Isley, Doubleday & Co	.Nov.	8, 2 3 .	1882 188 2	92
Pab. 7, 1883. Samual O, Corness, of Cornest Euter Co. Collabor. Mar. 19, 1883. April 4, 1883. Jersemish R. Collabor, of R. W. Robinson & Son. Mar. 25, 1884. April 4, 1883. Jersemish Curtis, of Anglo-American Drug & Medicina Control. Mar. 25, 1884. April 1, 1883. Jersemish Curtis, of Anglo-American Drug & Medicina Control. Mar. 25, 1884. April 1, 1883. Samual P. Smill, Control. Mar. 25, 1884. April 1, 1885. Samual P. Smill, Control. Mar. 27, 1884. April 1, 1885. Samual P. Smill, Control. Mar. 21, 1884. April 1, 1885. Samual P. Smill, Control. Mar. 21, 1884. April 1, 1885. Samual P. Smill, Control. Mar. 21, 1884. April 1, 1885. April 21, 1885. April 21	ı	Nov.	29,	1882.	John M. Crisneld Particle & Populok	.Dec.	3,	1882	48
Appell SSS, Houself W. Forder, C. Campberg From & C. Sandroft Street		Feb.	7.	1883.	Samuel G. Cornell, of Cornell Lead Co., Bullato	.Mar.	19.	1883	70
April 1, 1883. LeCore Commons April 1, 1883. LeCore Commons April 1, 1883. April 1,		Apri	1 4,	1883.	Russell W. Robinson, of R. W. Robinson & Medicine Co.	Mar.	27.	1883	79
May 1883, Outstack Schule, Greenpoint. May 1882, 1883, 1884, 1883, 1884, 1		Apri Apri	1 4, 111,	1883. 1883.	Peter Cooper	.April	4,	1883 1883	92 54
May 1883		May May	9, 11,	1883. 1883.	Gustave Schil. Francis Burke, Greenpoint.	. May	2.	1882 1883	56 78
May 25 1883 ADVIANCE PRINCIPLE ADVIS		May	16,	1883.	. William R. Renwick, of Batter & Renwick	May		1882	72
June 20, 1883. John E. M. Harron, of Chaster Ol Co., Philadelphia. Not Statest. 20, 1910. 20, 1883. John E. M. Harron, of Chaster Ol Co., Philadelphia. Not Statest. 20, 1914. 1885. Frank E. Elifa, with Meade & Tucker, New Orleans. July 2, 1883. July 4, 1885. Frank E. Elifa, with Meade & Tucker, New Orleans. July 3, 1883. To July 4, 1885. Charles L. Edward, of Norton, & Manning, New Orleans. July 3, 1883. To July 4, 1885. Manning, New Orleans. July 3, 1883. To July 4, 1885. Manning, New Orleans. July 4, 1885. Manning, New Orleans. July 4, 1885. Aug. 1, 1885. Manning, New Orleans. July 2, 1885. Aug. 1, 1885. Manning, New Orleans. July 2, 1885. Aug. 1, 1885. Manning, New Orleans. July 2, 1885. Aug. 1, 1885. Manning, New Orleans. July 2, 1885. Aug. 2, 1885. Aug. 2, 1885. July 2, 1885. Aug. 2,		May	23,	1883.	Abraham Mansen, Of Mansen, Different &	. May	15.	1883	62
June 9, 1888. John Care & Brille, with Meate & Tucker, New Orleans. June 26, 1888. July 4, 1888. July 4, 1888. July 4, 1888. July 4, 1888. July 6, 1888. July		June	20,	1883. 1883.	. Norman white, of Chas. 1. White & Co	.June	12,	1853	63 47
1907 1883		July	20,	1883. 1883.	Frank E. Ellis, with Meade & Tucker, New Orleans	.June	26, 3,	1883 1883	30 72
Aug. 1883 Henry L. Kendali, et Accusation 1990., Foliadelphia July 27, 1885 1988		July	4,	1883. 1883.	John A. Norton, of Norton & Manning, New Orleans	.June	18, 3	1 883 1883	74
Aug. 2, 1883. J. M. T. Schramme Aug. 2, 1883. L. M. T. Schramme Aug. 2, 1883. L. M. T. Schramme Aug. 2, 1883. L. M. T. Schramme Sept. 1, 1883. Terenoc Campboli of Composit & Co. Oct. 1, 1883. Terenoc Campboli of Composit & Co. Oct. 1, 1883. Terenoc Campboli of Composit & Co. Oct. 1, 1883. Coorge A. Beiling, of Beiling, Nicmoyer & Wessels Oct. 1, 1883. George A. Beiling, of Beiling, Nicmoyer & Wessels Oct. 2, 1883. Lewis Morris, of Lowy and Co. Oct. 2, 1883. Lewis Morris, of Lowy and Co. Oct. 2, 1883. Lewis Morris, of Lowy and Co. Oct. 2, 1883. Lewis Morris, of Lowy and Co. Oct. 2, 1883. Lewis Morris, of Lowy and Co. Oct. 2, 1883. Lewis Morris, of Lowy and Co. Oct. 2, 1883. Lewis Morris, of Lowy and Co. Nov. 2, 1883. John Oescerling, of Central Glass Co. Nov. 2, 1883. John Oescerling, of Central Glass Co. Nov. 2, 1883. John Oescerling, of Central Glass Co. Nov. 2, 1883. John Oescerling, of Central Glass Co. Nov. 2, 1883. John Oescerling, of Central Glass Co. Nov. 2, 1883. John Oescerling, of Central Glass Co. Nov. 2, 1883. John Oescerling, of Central Glass Co. Nov. 2, 1883. John Oescerling, of Central Glass Co. Nov. 2, 1883. John Oescerling, of Central Glass Co. Nov. 2, 1883. John Oescerling, of Central Glass Co. Nov. 2, 1883. John Oescerling, of Central Glass Co. Nov. 2, 1884. John Co. Mar. 2, 1884. Henry P. Waring, of Keith & Warren, Corry, Pa. Jan. 3, 1884. Joseph A. Allen Mar. 2, 1884. Joseph A. Allen Mar. 1, 1884. Joseph A. Allen Mar. 1, 1884. Joseph A. Allen Mar. 2, 1884. Joseph A. Allen	l	Aug	. 1.	1883.	.Henry L. Kendall, of Kendall Manufacturing	Tuly	21	1883.	54
Aug. 29, 1883. L. M. C. Schrahmer. July 24, 1883. T. Sept., 1883. L. W. Schrahmer. C. Sept., 1883. T. Sept., 1		Aug.	. 8,	1883.	.Thomas Stanger, of Warrick & Stanger,	A 118	21.	1883	50
Sopt 1, 1885, Caspine Magaria, Chingdophia Oct 1, 1885, Caspine Maing, March Mar	l	A 112°.	29.	1883.	.L. M. T. Schramme	Taalsz	94 '	1883	-
Det. 17, 1885, George A. Beiling, Oct. 18, 1885, 48, 1	l	Sept	. 12,	1883.	. Charles Magarge, Philadelphia	.Oct.	1, I	185 3 188 3	79 64
Nov. 21 ISSS. Dollars W. Montaled & Eagle White Lead Co. Cincinnati. Nov. 8, 1885, 26	l	Oct.	17, 17,	1883. 1883.	.Edward Lyon, of Lyon & Co	Oct.	1 3 , 1	1883	45 55
Soc. 20, 1888, Johns B. Saever, of B. W. Allen & Co. Dec. 20, 1888, Dana B. Saever, of B. W. Allen & Co. P. Pa. Johns, 28, 1894, Peb. 6, 1884, Rollin C. Clark, of Clark & Warren, Corry, Pa. Johns, 28, 1884, W. Millam Birbaum, of Manael, Birmbaum & Co. Mar. 19, 1884, B. Mar. 2, 1884, William Birbaum, of Manael, Birmbaum & Co. Mar. 19, 1884, B. Mar. 12, 1884, Henry F. Warren, 28, Keith & Co. Mar. 18, 1884, 1884, Ph. 1884, Joseph A. Allen . Mar. 19, 1884, Joseph A. Mar. 19, 1884, Joseph A. Allen . Mar. 19, 1884, Joseph A. A		Nov.	. 21,	1883.	.Edgar W. Burdsal, of James S. Land Co. Cincinnati	Nov.	8. 1	1853	75
Dec. 28, 1853. Dana B. Scaver. of Clark & Warren, Corry, Pa. Jan. 31, 1884. 47		Nov.	. 28,	1883.	.John Oesterning. of Central	Dec.	15. 1	553	46
Mar. 12, 1884. William Birnbaum of Washing & Son. Mar. 10, 1884. Son. Mar. 10, 1884. Henry 18 Keith, of B. Keith & Co. Mar. 13, 1884. Son. Mar. 10, 1884. Joseph A. Alien of Tiden & Co. Mar. 12, 1884. Mar. 10, 1884. Joseph A. Alien of Tiden & Co. Mar. 17, 1884. Mar. 10, 1884. Joseph A. Alien Mar. 10, 1884. Joseph A. Alien Mar. 10, 1884. Joseph A. Alien Mar. 20, 1884. Joseph A. Alien Mar. 20, 1884. Joseph A. Mar. 20, 1884. Joseph Mar. 20, 2884. Joseph Mar. 20, 2884. Henry Endus, of Davis, Work & Sanuer. Joseph J. 1884. Mar. 20, 2884. Mar. 20, 1884. Mar. 20, 2884. Joseph Mar. 20, 2884. Mar. 20, 1884. Mar. 20, 2884. Mar. 20, 1884. Joseph Mar. 20, 2884. Joseph J. 1884. Joseph Mar. 20, 2884. Jose		Dec.	26. 6.	1883. 1884.	. Dana B. Seaver, of B. W. Allell & Corry, Pa	Jan.	31, 1 28 1	884	47 48
Mar. 10, 1884, Joseph A. Allen Not stated Not sta		Mar.	. 5,	1884. 1884.	. William Birnbaum, of Waring & Son	Mar.	10, 1	854	85 73
Mar. 20, 1884. Mar 24, 1884. 50 Mar. 20, 1884. 50 Mar. 20, 1884. 50 Mar. 21, 1884. 50 Mar. 22, 1884. 50 Mar. 21, 1884. 61 April 2, 1884. James White, of J. & J. white, Glasgow		Mar	. 19.	1854.	Betimel Keith, of B. Itelen	Mor	12 1	444	_
Mar. 20, 1884. John C. Smith, of Maritime Exchange. Mar. 27, 1884. 6 April 2, 1884. John C. Smith, of Maritime Exchange. Mar. 27, 1884. 6 April 2, 1884. John C. Smith, of Maritime Exchange. Mar. 10, 1884. 7 April 12, 1884. Jean Expitite Dumas, Paris		Mar. Mar	. 19,	1884. 1884.	Jeremiah Leaycraft, of Leaycraft & Co	.Mar.	17, 1 24, 1	1884	67 52
April 2, 1883		Mar	, 26,	1884.	.Edward H. Maish, Lazen, Maish	Mar	24.	18-4	4.1
April 10, 1884. Clinton Osgood Fleed, of Rogers, Livingston & Field	l	Apri Apri	1 2,	1884.	. James White, of J. & J. White, Glasgow	.Mar.	10, i	1884 at e d	72
April 103, 1884, Mary Louis, C. Dunton, of Bulkley, Dunton & Co. May 1, 1884, 1	l	Apri	116,	1884. 1884.	Jean Baptiste Dumas, Faris	April	11, 25.	1884	24 81
July 9, 1884. Henry Haydock, a Sanier. Aug. 6, 1884. Henry Haydock, a Haydock & Stanier. Sept. 17, 1884. Henry Haydock, a Pernon, a conards & Co. Sept. 17, 1884. Henry Haydock, a Pernon, a conards & Co. Sept. 17, 1884. Henry Haydock, a Pernon, a conards & Co. Sept. 17, 1884. Henry Haydock, a Pernon, a conards & Co. Sept. 17, 1884. George S. Weare, of Richardson D. g. Co. Sept. 17, 1884. George S. Weare, of Richardson D. g. Co. Sept. 17, 1884. George S. Weare, of Richardson D. g. Co. Sept. 18, 1884. James H. Littell, of Tarrant & Co. Oct. 26, 1884. James H. Littell, of Tarrant & Co. Nov. 12, 1884. James H. Littell, of Tarrant & Co. Nov. 12, 1884. James H. Littell, of Phillips Bros. Nov. 12, 1884. W. H. Hamilton, of W. H. Hamilton, a Co. Nov. 18, 1884. Ormsby Phillips, of Phillips Bros. Nov. 18, 1884. Ormsby Phillips, of Phillips Bros. Nov. 26, 1884. Ormsby Phillips, of Phillips Bros. Nov. 26, 1884. Ormsby Phillips, of Phillips Bros. Nov. 26, 1885. John C. Beach, of Beach, of Beach, Sons & Co. Jan. 21, 1885. John C. Beach, of Beach, of Beach, Sons & Co. Jan. 21, 1885. John J. French, of Blillinan Jan. 21, 1885. John J. French, of Blillinan Jan. 21, 1885. Prof. Samuel Kent Kane. Sons & Co. Jan. 21, 1885. John M. Weblows, with Tarrant & Co. Jan. 21, 1885. William W. Bellows, with Tarrant & Co. Jan. 21, 1885. John M. Weblows, with Tarrant & Co. Jan. 21, 1885. John G. Merden, of Gilbert, Potter & Ce. Jan. 21, 1885. John M. Weblows, with Tarrant & Co. Jan. 21, 1885. John M. Weblows, with Tarrant & Co. Jan. 21, 1885. John G. Merden, of Gilbert, Potter & Ce. Jan. 21, 1885. John G. Merden, of Mining & Petroseum Exchange. Feb. 18, 1885. John G. Merden, of Mining & Petroseum Exchange. Feb. 18, 1885. John G. Merden, of Mining & Petroseum Exchange. Feb. 18, 1885. John G. Landana & Kemp. Feb. 18, 1885. John John S. Merden, of Mining & Petroseum Exchange. Feb. 18, 1885. John John S. Merden, of Mining & Petroseum Exchange. Feb. 18, 1885. John John S. Merden, of Mining & Petroseum Exchange. F		Apri	130,	1884.	Peter Squire, Englished & Co	. Mav	1.	1884	54
Sept. 11, 1884, Juny Fink, Baltimore. Sept. 11, 1884, John McCully Watson, of Wm. McCully & Co. Sept. 12, 1884, Sept. 11, 1884, George S. Weare, of Richardson Log Co. St. Louis Sept. 12, 1884, Sept. 11, 1884, George S. Weare, of Richardson Log Co. St. Louis Sept. 12, 1884, Nov. 12, 1884, James H. Littell, of Tarrant & Co. Oct. 20, 1884, 48, 1884, 1		July	9,	1884. 1884.	Henry Davis, of Davis, Work & Stapler	July Sent.	, 13.	1884 1854	82
Sept. 17, 1884, Jecorge N. Smith of Tarrant & Co. Oct. 26, 1884 Janes H. Littell, of Tarrant & Co. Oct. 26, 1884 Janes H. Littell, of Tarrant & Co. Nov. 12, 1884, George W. Smith of Rostetter & Smith Oct. 30, 1884 W. H.	Section 1	Sept	t. 17,	1884	Henry Fink, Baltimore	Sept.	6,	1884 1884	5 9 28
Nov. 12, 1884 W. H. Hamiton, of W. H. Hamiton & Co. Nov. 16, 1884 Nov. 19, 1884 Wm. S. Evans, of Thos Evans & Co. Nov. 12, 1884 Nov. 19, 1884 Ormsby Phillips of Fhillips Bros. Nov. 23, 1884 Nov. 26, 1884 Liss of Phillips Bros. Nov. 23, 1884 Nov. 26, 1884 Liss of Phillips Bros. Nov. 23, 1884 Nov. 26, 1884 Liss of Phillips Bros. Nov. 23, 1884 Nov. 26, 1884 Liss of Phillips Bros. Nov. 23, 1884 Jan. 21, 1885 John J. French, of Howe & French, Boston Jan. 17, 1885 Jan. 21, 1885 John J. French, of Howe & French, Boston Jan. 17, 1885 Jan. 21, 1885 Liss of Benjamin Siliman Jan. 14, 1885 Jan. 21, 1885 Liss of Benjamin Siliman Jan. 14, 1885 Jan. 21, 1885 John M. Webb Jan. 29, 1885 Feb. 4, 1885 John M. Webb Jan. 29, 1885 Feb. 4, 1885 John M. Webb Jan. 29, 1885 Feb. 4, 1885 John M. Webb Jan. 29, 1885 Feb. 18, 1885 John M. Webb Jan. 29, 1885 Feb. 18, 1885 John Hallgarten, of Lanman & Kemp Not stated Feb. 18, 1885 John Hallgarten, of Lanman & Kemp Not stated Feb. 18, 1885 John Hallgarten, of Lanman & Kemp Not stated Feb. 18, 1885 John Hallgarten, of Lanman & Kemp Not stated Feb. 18, 1885 John Hallgarten, of Lanman & Kemp Not stated Feb. 18, 1885 John Hallgarten, of Lanman & Kemp Not stated Feb. 18, 1885 John Hallgarten, of Lanman & Kemp Not stated Feb. 18, 1885 John Hallgarten, of Lanman & Kemp Not stated Feb. 18, 1885 John Hallgarten, of Hall Hallgarten, of Hall Hallgarten, of Hall Hallgarten, of H	1	Sept	. 17,	1884	George S. Weare, of Intelligence	Oct.	26.	1884	41
Nov. 19, 1884. Ormaby Philipps of Phillips Bros. Nov. 26, 1884. J. Dr. Austin Sherman. Jan. 21, 1885. John C. Beach, of Leach, Sons & Co. Jan. 21, 1885. John J. French, of Howe & French, Boston. Jan. 11, 1885. J. Dr. A. J. French, of Howe & French, Boston. Jan. 11, 1885. J. Dr. A. Millken, of E. T. Millken & Co., Boston. Not stated. 7 Feb. 4, 1885. William W. Bellows, with Tarrant & Co. Jan. 21, 1885. John Camerden, of Gilbert, Potter & Ce. Jan. 21, 1885. John Camerden, of Gilbert, Potter & Ce. Jan. 21, 1885. John Camerden, of Gilbert, Potter & Ce. Jan. 21, 1885. Jeffeld, of Reed & Co. Feb. 18, 1885. Adolph Hallgarten, of Lanman & Kemp. Feb. 18, 1885. Hiram E. Gordon, of Salem Dye House. Feb. 18, 1885. Hiram E. Gordon, of Salem Dye House. Feb. 18, 1885. Joseph Hollis (drus). Boston. Feb. 19, 1885. Joseph Hollis (drus). Boston. Feb. 19, 1885. Joseph Hollis (drus). Boston. Feb. 19, 1885. Joseph Hollis (drus). Boston. July 19, 1885. J	-	Nov	. 12,	1884.	George W. Smith, of Hostette	Nov.	5.	1584	
Nov. 26, 1884. Dr. Austin Snerman. Not stated. 6 Jan. 14, 1885. John C. Beach, of stach, Sons & Co. Jan. 17, 1885. 1885. Jan. 21, 1885. John J. French, of Howe & French, Boston Jan. 17, 1885. Jan. 21, 1885. Dr. Not stated. 7 Jan. 21, 1885. Prof. Benjamin Silliman Jan. 14, 1885. E. T. Milliken, of E. T. Milliken, & Co. Boston Not stated. 7 Feb. 4, 1885. William W. Bellows, with Tarrant & Co. Jan. 29, 1885. Feb. 4, 1885. John Camerden, of Gilbert, Potter & Co. Sons. 20, 1885. Feb. 4, 1885. John Camerden, of Gilbert, Potter & Co. Feb. 3, 1885. Feb. 4, 1885. John Camerden, of Gilbert, Potter & Co. Feb. 3, 1885. Feb. 4, 1885. John Camerden, of Gilbert, Potter & Co. Feb. 3, 1885. Feb. 4, 1885. John Camerden, of Gilbert, Potter & Co. Feb. 3, 1885. Feb. 18, 1885. Adolph Haligarten, of Lamman & Kemp. Feb. 18, 1885. Adolph Haligarten, of Lamman & Kemp. Feb. 18, 1885. Hiss. Hiss. Feb. 18, 1885. Hiss. Hiss. Hiss. Hiss. Feb. 18, 1885. Hiss. Hiss. Hiss. Hiss. Feb. 18, 1885. James W. Davis Feb. 18, 1885. Hiss.	Anna Lines	Nov	. 19,	1884	. WH. S. Evalis, of Those	Nov.	12.	1884	
Jan. 21, 1885. John J. Ferloll, on Howe E. T. Milliken & Co., Boston. Not stated. 7 Feb. 4, 1885. E. T. Milliken, of E. T. Milliken & Co., Boston. Not stated. 7 Feb. 4, 1885. L. T. Milliken, of E. T. Milliken & Co., Boston. Jan. 27, 1885. Feb. 4, 1885. John M. Webb Jan. 29, 1885. Feb. 4, 1885. John Camerden, of Gilbert, Potter & Co. Jan. 21, 1885. Feb. 4, 1885. John Camerden, of Gilbert, Potter & Co. Jan. 21, 1885. Feb. 4, 1885. John Camerden, of Gilbert, Potter & Co. Feb. 3, 1885. Feb. 18, 1885. Aloph Hallgarten, of Lanman & Kemp. Not stated. 4 Feb. 18, 1885. Hiram E. Gordon, of Saiem Dye House. Feb. 10, 1885. Feb. 18, 1885. Hiram E. Gordon, of Saiem Dye House. Feb. 10, 1885. Feb. 18, 1885. James W. Davis Feb. 18, 1885. James Heburn. Feb. 18, 1885. James Heburn. Feb. 23, 1885. Feb. 18, 1885. James Heburn. Feb. 23, 1885. Mar. 11, 1885. Peter Daley, with J. L. & D. S. Riker Feb. 18, 1885. Mar. 11, 1885. John Jones Feb. 18, 1885. John Jones Mar. 11, 1885. Tomas E. Kern, Bradford (Pa.) Era. Not stated. Mar. 11, 1885. John Jones Mar. 18, 1885. April 8, 1885. John Jacque Keller, of John Babcock & Co., Boston April 7, 1885. April 8, 1885. John Jacque Keller, of John J. Keller & Co April 7, 1885. April 8, 1885. John Jacque Keller, of John J. Keller & Co Mar. 30, 1885. April 8, 1885. Dev. Mar. 21, 1885. John Jacque Keller, of John J. Keller & Co Mar. 30, 1885. Mar. 25, 1885. Nicholas Popplein, of G. & N. Popplein, Baltimore July 9, 1885. Nicholas Popplein, of G. & N. Popplein, Baltimore July 9, 1885. July 9, 1885. Henry B. Parsons Sept. 27, 1885. Oct. 7, 1885. Peter Ozler, Cambridge, Ohio Sept. 21, 1885. Oct. 7, 1885. Deer. 21, 1885. Oct. 7, 1885. Deer. 21, 188	NAME AND ADDRESS OF THE OWNER, TH	Nov Jan.	. 26,	1884	Prof. Samuel Kent Kane	No	t st	ated	67
Feb. 4, 1885B. f. infliction W. Bellows, with Tarrant & Co. Jan. 27, 1885. 4 Feb. 4, 1885. John M. Webb Jan. 28, 1885. Feb. 4, 1885. John Camerden, of Glibert, Potter & Co. Feb. 3, 1885. 11, 1885. Feb. 4, 1885. Thomas Reed, of Reed & Co. Not stated. 1885. Adolph Hallgarten, of Lanman & Kemp. Peb. 10, 1885. Feb. 18, 1885. Hiram E. Gordon, of Salem Dye House. Peb. 10, 1885. Feb. 18, 1885. Hiram E. Gordon, of Salem Dye House. Feb. 14, 1885. Feb. 18, 1885. James W. Davis Feb. 18, 1885. Joseph Hollis (drugs). Boston. Feb. 18, 1885. Jeb. 18, 1885. Joseph Hollis (drugs). Boston. Feb. 18, 1885. Jeb. 18, 18, 18, 18, 18, 18, 18, 18, 18, 18,	And an other Persons	Jan.	. 21.	1885	John J. French, of Howe & French,	Jan.	14	1885	69
Feb. 4, 1885. John M. Webb Feb. 4, 1885. John Camerden, of Gilbert, Potter & Ce. Feb. 3, 1885. Jan. 31, 1885. 6 Feb. 4, 1885. Thomas Reed, of Reed & Co. Feb. 3, 1885. 1885. Alexander, of Lanman & Kemp. Net stated. 4 Feb. 18, 1885. Hiram E. Gordon, of Salem Dye House. Feb. 10, 1885. 6 Feb. 18, 1885. Hiram E. Gordon, of Salem Dye House. Feb. 14, 1885. 6 Feb. 18, 1885. Janes W. Davis Feb. 14, 1885. 6 Feb. 18, 1885. Joseph Hollis (drugs), Boston. Feb. 14, 1885. 6 Feb. 18, 1885. Joseph Hollis (drugs), Boston. Feb. 23, 1885. 6 Feb. 18, 1886. Joseph Hollis (drugs), Boston. Feb. 23, 1885. 6 Feb. 18, 1886. Joseph Hollis (drugs), Boston. Feb. 23, 1885. 6 Feb. 25, 1886. Jisaac Maynard, of Thorn & Maynard, Utica Feb. 23, 1885. 6 Feb. 25, 1885. Jisaac Maynard, of Thorn & Maynard, Utica Feb. 28, 1885. Feb. 28, 1885. Alexander Mar. 11, 1885. Thornas E. Kern, Bradford (Pa.) Era. Mar. 12, 1885. 7 Mar. 25, 1885. John Jones Mar. 14, 1885. April 8, 1885. Francis S. Morgan, of Wing & Evans. Mar. 17, 1885. 7 April 8, 1885. Francis S. Morgan, of Wing & Evans. April 7, 1885. April 8, 1885. John Babcock, of John Jabcock & Co. Boston. Not stated. 7 April 5, 1885. John Babcock, of John J. Keller & Co. April 7, 1885. April 18, 1885. John Jacque Keller, of John J. Keller & Co. Mar. 30, 1885. May 18, 1885. John Jacque Keller, of John J. Keller & Co. Mar. 30, 1885. May 1, 1885. John Jacque Keller, of John J. Keller & Co. Mar. 30, 1885. May 1, 1885. John Jones D. Jillson, of J. C. Boomfield & Co. Mar. 30, 1885. May 1, 1885. Francis Stabler July 8, 1885. Nerracis Stabler July 8, 1885. Alexander Morris July 9, 1885. Hermann Von Fehling, Stuttgart July 2, 1885. Thornal Stated Sept. 20, 1885. Hermann Von Fehling, Stuttgart July 2, 1885. Oct. 7, 1885. Jebert D. Jones, of Grego		Feb.	. 4,	1885	. E. T. Millikell, Of E. C.	Jan.	27.	1885	34
Feb. 14, 1885. Thomas Reed, or Reed & Kemp		Feb	. 4,	1885	John M. Webb	Jan.	21.	1885	64
Feb. 18, 1885. Hichard H. Rickard, of Mining & Fetologia, 1885. Feb. 14, 1885. 6 Feb. 18, 1885. Joseph Hollis (drugs), Boston. Feb. 13, 1885. 7 Feb. 18, 1885. Joseph Hollis (drugs), Boston. Feb. 13, 1885. 7 Feb. 18, 1885. Joseph Hollis (drugs), Boston. Feb. 13, 1885. 7 Feb. 18, 1885. Joseph Hollis (drugs), Boston. Feb. 23, 1885. 6 Feb. 25, 1885. Jisaac Maynard, of Thorn & Maynard, Utica Feb. 23, 1885. 6 Feb. 25, 1885. Jisaac Maynard, of Thorn & Maynard, Utica Feb. 23, 1885. 7 Mar. 4, 1886. James Heburn. Feb. 28, 1885. 7 Mar. 11, 1885. Peter Daley, with J. L. & D. S. Riker. Mar. 8, 1835. 5 Mar. 11, 1885. Thomas E. Kern, Bradford (Pa.) Era. Not stated. Mar. 11, 1885. Peter Daley, with J. L. & D. S. Riker. Mar. 17, 1885. 7 Mar. 25, 1885. John Jones Mar. 18, 1885. 2 Mar. 25, 1885. Chester E. Crowell Mar. 19, 1885. April 8, 1885. A. W. Despard April 8, 1885. John Babcock, of John Babcock & Co., Boston Not stated. 7 April 8, 1885. John Babcock, of John J. Keller & Co. April 7, 1885. 7 April 18, 1885. John Jacque Keller, of John J. Keller & Co. Mar. 30, 1885. 4 April 15, 1885. Col. Charles D. Jilison, of J. C. Bloomfield & Co. Mar. 30, 1885. 4 April 17, 1885. J. L. Perkins, Selma, Ala. Not stated. July 18, 1885. Robert Colgate, of Atlantic White Lead and Oil Co. July 4, 1885. July 8, 1885. Alexander Morris July 29, 1885. Hermann Von Fehling, Stuttgart July 29, 1885. 4 July 29, 1885. Hermann Von Fehling, Stuttgart July 2, 1885. 7 Aug. 26, 1885. William H. Brinton, Wheeling Sept. 23, 1885. William H. Brinton, Wheeling Sept. 23, 1885. William H. Brinton, Wheeling Sept. 23, 1885. Joseph E. Baldwin Sept. 20, 1885. Doc. 7, 1885. George W. Lamson Sept. 23, 1885. Joseph E. Baldwin Sept. 24, 1885. Doc. 1, 1885. Doc. 2, 1885. Doc		Feb Feb	. 4,	1885 1885	Adolph Hallgarten, of Lanman & Kemp	Ne	10.	ated	. 49 . 6ວ
Feb. 18, 1885. Joseph Hollis (Grugs), Joseph Feb. 25, 1885. Jasca Maynard, of Thorn & Maynard, Utica Feb. 23, 1885. 6 Feb. 25, 1885. Jasca Maynard, of Thorn & Maynard, Utica Feb, 1885. 7 Mar. 4, 1886. James Heburn. Feb, 1885. 7 Mar. 11, 1885. Peter Daley, with J. L. & D. S. Riker. Mar. 8, 1885. 1 Mar. 11, 1885. Thomas E. Kern, Bradford (Pa.) Era. Not stated. Mar. 25, 1885. John Jones Mar. 17, 1885. 7 April 8, 1885. Chester E. Crowell Mar. 18, 1885. 2 April 8, 1885. A. W. Despard April 7, 1885. 7 April 8, 1885. John Babcock, of John Babcock & Co., Boston Not stated. 7 April 18, 1885. John Jacque Keller, of John J. Keller & Co. April 7, 1885. 4 April 13, 1885. Dr. Wim. T. Peek, of Peek & Velsor. May 1, 1885. 6 May 1, 1885. July 8, 1885. Nobert Colgate, of Atlantic White Lead and Oil Co. July 4, 1885. 6 July 8, 1885. Alexander Morris June 29, 1885. 7 July 29, 1885. Nicholas Popplein, of G. & N. Popplein, Baltimore July - 1885. 7 July 29, 1885. Dr. Francis Stabler July 29, 1885. Nicholas Popplein, of G. & N. Popplein, Baltimore July - 1885. 6 Sept. 2, 1885. Sydney H. Blanchard Sept. 19, 1885. 6 Not stated. 7		Feb	. 18,	1885	Richard H. Rickard, of Milling & Fettoleum Extending	Reb.	14	1885.	60
Feb. 25, 1885. Issae Maynard, 01 Hoth & Lay Feb. 1885. Feb. 1885. Feb. 1885. Feb. 1885. Feb. 1885. Mar. 11, 1885. Feb. Paradord (Pa.) Era. Mar. 8, 1385. Mar. 11, 1885. Thomas E. Kern, Bradford (Pa.) Era. Not stated. Mar. 11, 1885. Amar. 25, 1885. John Jones Mar. 13, 1885. Mar. 25, 1885. John Jones Mar. 18, 1885. April 7, 1885. April 8, 1885. Chester E. Crowell April 8, 1885. April 7, 1885. April 8, 1885. A. W. Despard April 8, 1885. A. W. Despard April 8, 1885. John Babcock, of John Babcock & Co. Boston Not stated. April 15, 1885. John Jacque Keller, of John J. Keller & Co. April 7, 1885. April 15, 1885. John Jacque Keller, of John J. Keller & Co. April 7, 1885. April 15, 1885. Col. Charles D. Jilison, of J. C. Bloomfield & Co. Mar. 30, 1885. April 15, 1885. Dr. Wm. T. Peek, of Peek & Velsor May 1, 1885. May 13, 1885. Dr. Wm. T. Peek, of Peek & Velsor May 1, 1885. May 13, 1885. Dr. Wm. T. Peek, of Peek & Velsor May 1, 1885. July 8, 1885. Robert Colgate, of Atlantic White Lead and Oil Co. July 4, 1885. July 8, 1885. Robert Colgate, of Atlantic White Lead and Oil Co. July 4, 1885. July 8, 1885. Alexander Morris July 29, 1885. Hermann Von Fehling, Stuttgart July 29, 1885. July 29, 1885. Hermann Von Fehling, Stuttgart July 2, 1885. July 2, 1885. Trancis Stabler July 29, 1885. Hermann Von Fehling, Stuttgart July 2, 1885. July 2, 1885. Thoholas Popplein, of G. & N. Popplein, Baltimore July 9, 1885. Sept. 23, 1885. William H. Brinton, Wheeling Sept. 23, 1885. William H. Brinton, Wheeling Sept. 17, 1885. Sept. 23, 1885. William H. Brinton, Wheeling Sept. 17, 1885. Sept. 23, 1885. William H. Brinton, Wheeling Sept. 1885. Sept. 19, 1885. Oct. 7, 1885. Peter Ozler, Cambridge, Ohio Sept. 30, 1885. Sept. 30, 1885. Peter Ozler, Cambridge, Ohio Sept. 30, 1885. Sept. 30, 1885. Dec. 20, 1885. Dec. 21, 1885. Dec. 21, 1885. Dec		Feb	. 18,	1885	Joseph Hollis (drugs), Bostonia & (1)	Feb	13.	1885.	. b :
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Mar. 25. 1855. Chester E. Crowell April 8, 1885. Francis S. Morgan, of Wing & Evans. April 8, 1885. Francis S. Morgan, of Wing & Evans. April 8, 1885. Francis S. Morgan, of Wing & Evans. April 8, 1885. John Babcock, of John Babcock & Co., Boston. Not stated. April 15, 1885. John Jacque Keller, of John J. Keller & Co. April 7, 1885. 6 April 15, 1885. John Jacque Keller, of John J. Keller & Co. April 7, 1885. 6 April 15, 1885. John Jacque Keller, of John J. Keller & Co. April 7, 1885. 6 April 15, 1885. Col. Charles D. Jillson, of J. C. Bloomfield & Co. Mar. 30, 1885. 6 April 15, 1885. Dr. Wm. T. Peek, of Peek & Velsor. May 1, 1885. May 1, 1885. May 1, 1885. Dr. Wm. T. Peek, of Peek & Velsor. May 1, 1885. May 1, 1885. May 1, 1885. Dr. Wm. T. Peek, of Peek & Velsor. May 1, 1885. May 1, 1885. May 1, 1885. Alexander Morris July 8, 1885. Robert Colgate, of Atlantic White Lead and Oil Co. July 4, 1885. July 8, 1885. Francis Stabler July 20, 1885. Hermann Von Fehling, Stuttgart. July 20, 1885. Gilbert D. Jones, of Gregory & Jones Sept. 2, 1885. Gilbert D. Jones, of Gregory & Jones Not stated. Sept. 23, 1885. William H. Brinton, Wheeling Sept. 23, 1885. We E. O. Bourne Sept. 30, 1885. B. W. Bull, Hartford, Ct. Sept. 30, 1885. George W. Lamson Oct. 7, 1886. George W. Lamson Oct. 7, 1885. Joseph E. Baldwin. Sept. 30, 1885. Oct. 7, 1885. Joseph E. Baldwin. Sept. 30, 1885. Nov. 18, 1885. Joseph E. Baldwin. Sept. 1885. John C. Cambridge, Ohio. Nov. 25, 1885. John C. Draper, M. D. LL.D. Dec. 20, 1885. Frank P. Hopkins, of Geo. K. Hopkins & Co., London Oct. 31, 1885. Dec. 30, 1885. Benjamin Tathor, of Tatham & Bros. Dec. 6, 1885. Dec. 7, 1885. Dec. 30, 1885. Benjamin Tathor, with Standard Oil Co. Dec. 21, 1885. Dec. 30, 1885. Benjamin Tathor, of Tatham & Bros. Dec. 20, 1885. Dec. 7, 1885.		Mar	11,	1885 1885	Peter Daley, With 3. E. & D. S. laker. Thomas E. Kern, Bradford (Pa.) Era	No	t st	ate d	71
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April15, 1885. John Jacque Relier, of John Jacque Relier, of J. C. Bloomfield & Co. Mar. 30, 1885. 4 April15, 1885. Col. Charles D. Jillson, of J. C. Bloomfield & Co. May 1, 1885. 4 May 6, 1885. Dr. Wm. T. Peek, of Peek & Velsor. May 1, 1885. 6 May 13, 1885. Dr. Wm. T. Peek, of Peek & Velsor. May 1, 1885. 6 May 13, 1885. Dr. Wm. Annawaring, Jr. May 1, 1885. 7 Julu 17, 1885. J. L. Perkins, Selma, Ala Not stated. July 4, 1885. 7 July 8, 1885. Robert Colgate, of Atlantic White Lead and Oil Co. July 4, 1885. 7 July 8, 1885. Robert Colgate, of Atlantic White Lead and Oil Co. July 4, 1885. 7 July 8, 1885. Francis Stabler July 9, 1885. Francis Stabler July 9, 1885. Hermann Von Fehling, Stuttgart July 2, 1885. 7 July 29, 1885. Hermann Von Fehling, Stuttgart July 2, 1885. 7 July 29, 1885. Hermann Von Fehling, Stuttgart July 2, 1885. 7 July 29, 1885. Hermann Von Fehling, Stuttgart July 2, 1885. 7 July 29, 1885. Hermann Von Fehling, Stuttgart July 19, 1885. 7 Sept. 2, 1885. Dr. Franz Xavier Landerer, Athens July 19, 1885. 7 Sept. 2, 1885. Gilbert D. Jones, of Gregory & Jones Not stated. 7 Sept. 2, 1885. William H. Brinton, Wheeling Sept. 23, 1885. Whilliam H. Brinton, Wheeling Sept. 23, 1885. Sydney H. Blanchard Sept. 23, 1885. Sydney H. Blanchard Sept. 23, 1885. Sydney H. Blanchard Sept. 23, 1885. B. W. Bull, Hartford, Ct. Sept. 19, 1885. 6 Sept. 23, 1885. A. W. Kredel, Allegheny, Pa. Sept. 19, 1885. 6 Oct. 7, 1885. Joseph E. Baldwin Sept. 30, 1885. Oct. 7, 1885. Joseph E. Baldwin Sept. 30, 1885. Oct. 14, 1885. Thomas Talbot, Billerica, Mass. Oct. 6, 1885. Oct. 14, 1885. Thomas Talbot, Billerica, Mass. Oct. 6, 1885. Oct. 14, 1885. John W. Gillerman, with Standard Oil Co. Nov 14, 1885. Dec. 20, 1885. Frank P. Hopkins, of Geo. K. Hopkins & Co. London Oct. 31, 1885. Dec. 20, 1885. Frank P. Hopkins, of Geo. K. Hopkins & Co. London Oct. 21, 1885. Dec. 20, 1885. Benjamin Tatham, of Tatham & Bros. Dec. 21, 1885. Dec. 20, 1885. Dec. 21, 1885. Dec. 30, 1885. Benjamin Tatham, of Tatham & Bros. Dec. 21, 1885. Dec. 20, 1885. Dec. 21		Apr	il 8,	1885	A. W. Despard	No	t st	ated	. 76
May 6, 1885. Dr. Wm. T. Feek, of Feek & June 17, 1885. Dr. W. Manwaring, Jr. May 13, 1885. Dr. W. Manwaring, Jr. Not stated. June 17, 1885. J. L. Perkins, Selma, Ala. Not stated. July 8, 1885. Robert Colgate, of Atlantic White Lead and Oil Co. July 4, 1885. 5 July 8, 1885. Alexander Morris June 29, 1885. 5 July 8, 1885. Francis Stabler July 29, 1885. Hermann Von Fehling, Stuttgart July 29, 1885. 7 July 29, 1885. Hermann Von Fehling, Stuttgart July 2, 1885. 7 July 29, 1885. Hermann Von Fehling, Stuttgart July 2, 1885. 7 Aug. 26, 1885. Hermann Von Fehling, Stuttgart July 2, 1885. 7 Aug. 26, 1885. Hermann Von Fehling, Stuttgart July 2, 1885. 7 Aug. 26, 1885. Hermann Von Fehling, Stuttgart July 2, 1885. 7 Aug. 27, 1885. Thor. Franz Xavier Landerer, Athens July 19, 1885. 7 Sept. 2, 1885. William H. Brinton, Wheeling Not stated. 7 Sept. 23, 1885. William H. Brinton, Wheeling Sept. 17, 1885. 6 Sept. 23, 1885. W. E. O. Bourne Sept. 17, 1885. 6 Sept. 23, 1885. A. W. Kredel, Allegheny, Pa. Sept. 25, 1885. 6 Oct. 7, 1885. Joseph E. Baldwin Sept. 30, 1885. 6 Oct. 7, 1885. Jeter Ozier, Cambridge, Ohio. Sept. 30, 1885. 6 Oct. 7, 1885. John W. Gille		Apr	il 15,	-1885	John Jacque Keller, of John J. Keller & Co.	Mar.	30.	1885	. 47
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July 29, 1885. Nicholas Popplein, of G. & R. Popplein, Aug. 21, 1885. 7 Aug. 26, 1885. Henry B. Parsons. Sept. 2, 1885. Dr. Franz Xavier Landerer, Athens. Sept. 2, 1885. Dr. Franz Xavier Landerer, Athens. Sept. 23, 1885. Gilbert D. Jones, of Gregory & Jones. Not stated. 7 Sept. 23, 1885. William H. Brinton, Wheeling. Sept. 23, 1885. Sydney H. Blanchard Sept. 23, 1885. W. E. O. Bourne. Sept. 23, 1885. B. W. Bull, Hartford, Ct. Sept. 25, 1885. A. W. Kredel, Allegheny, Pa. Oct. 7, 1885. George W. Lamson Oct. 7, 1885. Joseph E. Baldwin Oct. 7, 1885. Peter Ozier, Cambridge, Ohio. Sept. 30, 1885. Peter Ozier, Cambridge, Ohio. Sept. 30, 1885. Nov. 18, 1885. Joseph E. Baldwin Oct. 14, 1885. Thomas Talbot, Billerica, Mass. Oct. 14, 1885. Josef J. Quetting, of J. J. Quetting & Co. Nov. 18, 1885. Josef J. Quetting, of J. J. Quetting & Co. Nov. 18, 1885. Josef J. Quetting, of J. J. Quetting & Co. Nov. 18, 1885. John W. Gillerman, with Standard Oil Co. Not stated. Nov. 25, 1885. John C. Draper, M. D. LL. D. Dec. 16, 1885. Frank P. Hopkins, of Geo. K. Hopkins & Co., Et. Louis. Dec. 12, 1885. Dec. 30, 1885. Benjamin Tatham, of Tatham & Bross. Co. Dec. 30, 1885. Benjamin Tatham, of Tatham & Bross. Co. Dec. 30, 1885. Benjamin Tatham, of Tatham & Bross. Co. Dec. 27, 1885. Dec. Dec. 27, 1885.	I	July	y 8,	1885	Francis Stabler	Turby	2	1885.	. 73
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THE WHOLESALE DRUG TRADE. The changes that have occurred in the wholesale drug trade in the city of New York or elsewhere during the existence of the Reporter, have been only such as have been common to all other branches of trade. Beyond the changes which time naturally works among those engaged in any branch of trade during such a period, the general tendency has been to reduce the number of houses chiefly through the diversion of trade to other centers, a result that has been brought about by increased and more economical transportation facilities, and also by the growth of the country to an extent which has developed new jobbing centers, thus robbing the older distributing points of the business which formerly flowed to them. A glance over the list of most of those who were engaged in the drug and allied branches in 1871, as copied from the business directory of that date, will recall to the minds of the members of the trade many names which for a number of years have been scarcely spoken, except in reminiscence, so completely have the individuals passed out of the trade. The importers of drugs, who formerly constituted a distinct class, have absolutely ceased to exist as such, the business having been so far merged into that of jobbing that the houses which twenty-five years ago or more were exclusively jobbers have for a number of years past done a large share of their own importing, and have also been sellers of package goods to a large extent, while the few originally importing houses which have remained in trade have only done so by adopting more of the jobbing features and becoming, to a very much larger extent than formerly, distributers to all classes of buyers, excepting the smaller retail trade. This change has also dispensed quite largely with the services of brokers, who formerly constituted an important element in the drug trade. Of those which are ranked as jobbing houses which existed twenty-five years ago, at least twenty-two have gone out of business, leaving no successors, while the number of those remaining to-day without change of name is really but five, viz., McKesson & Robbins, O. H. Jadwin, Eimer R. W. Robinson & Son and E. Fougera & Co., although the firm of Schieffelin & Co. has undergone no further change than the dropping of the initials of the late W. H. Schiefrelin, who was then its head. great extension of the field of manufacturing pharmacy has led to important changes in the methods of the business, but has added many more concerns than it has been the means of wiping out. One of the first houses in that line, however, and which was for many years conspicuous in the pharmaceutical business, namely, Tilden & Co., has practically gone out of business entirely within the period we are considering, while numerous others, larger than were ever dreamed of twenty-five years ago, have come into existence, and made for themselves a place which had not previously been known to exist. The effect of this form of distributing manufactured drugs to the retail trade has naturally concentrated the business to a considerable extent, and has in a measure been responsible for the reduction that has occurred in the ranks of the brokers and others who formerly served the vaster army of distributing houses. Aside from these features the trade has not been marked by any events of great moment. The organization of the Drug, Paint and Chemical Exchange in 1881 was an event which for a time exerted some influence upon the drug trade, but the interests involved in the business were not wide enough, nor were the opportunities for speculation sufficiently numerous to maintain such an institution. The exchange formally organized on July 13, 1881, at a meeting presided over by Col. F. W. Sterry, and of which L. H. Cress acted as secretary. The election of officers resulted in the choice of George M. Olcott as president, E. L. Molineux as vice-president, L. H. Cress secretary, I. S. Coffin treasurer, Edward Hill, W. S. Mersereau, John McKesson, Jr. Charles F. Sanborn J. Seaver Page, Francis E. Dodge and James R. Townsend as members of the Executive Committee; Julius W. Tiemann, John L. Riker and Lewis Morris as Arbitration Committee, and Charles S. Rutherford and Andrew B. Rogers, Jr., as inspectors of election. The first business session was held on Monday, July 25, 1881, and from that time on they were continued regularly for many months. A committee consisting of Messrs. Lewis Morris, Cortlandt St. John, George Dix, William L. Ebbitt and James A. Hatry was appointed a s later to

formulate a plan governing a "call" of some of the leading drugs, which was to be held daily, and this committee reported on Oct. 26 a list of goods and minimum quantities to be dealt in under the "call," with the rules governing such transactions. These were adopted, and the first "call" was made on Monday Oct. 31, 1881, considerable business being done then, but after a few days' trial it was suspended for some weeks, when it was revived under somewhat modified rules and with a more restricted list of articles to be dealt in, and was continued for several months. It did not, however, prove a success, and the exchange itself became practically inoperative after an existence of less than two years. more recent attempt at organization resulted in forming the Drug Trade Section of the New York Board of Trade and Transportation, which has now existed for more than five years, and has offered an opportunity for the trade to take combined action upon legislative and other matters in a way that has been of general benefit. The sub-organization of the jobbing druggists has been especially useful to that branch of the business, and other departments of the trade, through their special committees, have also accomplished considerable good. The most successful or ganization of the drug trade, however has been the National Wholesale Druggists' Association, which was formed in 1882, growing out of the Western Association that had been formed seven years earlier. This organization is referred to at so much length in the reminiscence and views of "an old drummer" which we print further on, that it is scarcely necessary to make more extended allusion to it in connection with the New York trade. The chronological list which we print elsewhere in this paper contains the names of many of those who were conspicuous in the business twenty-five years ago, and the recollection of whom must be recalled vividly by any attempt to review the history of the trade during that pe-Prominent among those names are Edward H. Stabler, William Chrisfield, Phillip Schieffelin, Henry Haydock, Lewis Morris, John D. Dix, Daniel C. Robbins, John McKesson, William A Gellately, R. J. Dodge, E. H. Marsh, W. H. Schieffelin and Wm. Henry Hall, all of whom have passed out of the trade in New York, while the list of those equally prominent in other sections of the country is almost as proportionately extended.

THE INTERIOR JOBBING DRUG-GIST.

During the last Christmas holidays the editor of the Reporter met on Broadway an old-time Western "drummer," whose personal experience of the Western drug trade covered a very long period of years, and whose personal relations to the houses that have existed west of the Alleghanies since before the war were of such a character as to make his reminiscences not only very comprehensive but decidedly interesting. An explanation of what the Reporter was trying to do in this anniversary number enlisted the interest of the "old drummer" to an extent that finally induced him to accept an invitation to dinner and submit to a subsequent interview, upon the sole condition that his name should not be mentioned, as he is still going in and out among his old customers, and, although nothing that he might say would be intended to give offence, he did not wish to take the chance of being chided by any of them for any of his statements. So after dinner, and when the services of a stenographer had been called in, the old drummer proceeded to unravel as follows:

"Previous to the war the drug trade of the West was practically controlled by the colossal houses of New York city, most of whom have since passed away. The same may be said of some of the larger houses just west of the Alleghanies; for example, the city of Buffalo. Spencer & Bullymore conducted quite an extensive business up the chain of lakes. They have not been in existence for a quarter of a century. Next, the city of Pittsburgh; B. A. Fahnestock & Co. did a very extensive business down the Ohio River and throughout the Southern States. B. L. Fahnestock & Co., R. E. Sellers & Co. and Harris & Ewing were also prominent in the trade. All these houses are out of business, but the prestige of that city as a drug market has been ably maintained and controlled by George A. Kelly & Co., and those who contested with that firm for the field. I might next mention the city of Cincinnati. F. E. Suire & Co., a large house for its day, sold goods all over the State of Ohio, all the

way up to Lake Erie, under Cleveland's nose and all through the South. R. McCready & Co., in the same city, were also one of the large firms. Both of these houses passed out of business years ago, besides seven other firms who have struck their colors since 1876.

"While these changes were taking place there sprung up in the West enterprising, energetic, wholesale druggists, who have since fairly acquired the right to be called the colossal wholesale druggists of America. They have wrested the trade away from the East. I may say there are now only two houses left in New York city who aggressively canvassed the Western trade twenty-five years ago, viz.: Mc-Kesson & Robbins and Schieffelin & Co. The old idea that the drug business is all profit has been pretty well explod-As evidence of the fact, three wholesale drug houses have discontinued business during the past year in the State of New York-Hubbard Drug Co, Buffalo; Fonda Drug Co., Albany, and Tarrant & Co of New York. Evidently, the wholesale drug business is not all profit and the weeding-out process has not yet ceased. The truth is there is practically no margin left for lack of experience, lack of capital and absence of Dutch economy. Losing sight of either of these factors is sure to wipe out all profit, and disaster will surely follow, if all three do not exist. "Immediately after the war, following that era of prosperity, numerous drug houses sprung up in the West. The majority have survived; a few have succumbed because of the reasons just mentione. The experience of numerous Western jobbers has clearly demonstrated the fact that a medium wholesale drug business can be conducted more economically and more successfully than a large wholesale drug business, the old contrary theory having been thoroughly exploded. Wholesale druggists, say such as you will find in Pittsburgh, Cleveland, Toledo and Detroit and other cities of that size, can make more net profit on capital invested than the colossal houses of Chicago, St. Louis or New York. The wholesale drug business of the various cities of the West can only control profitably the business in the territory that is naturally tributary to each city, and the adoption of the contract system has very materially aided that fact. Proprietary articles now constitute fully one-half of the sales of the wholesale drug business, and, as all these goods are delivered to all buyers, it places every little jobber on a strong footing to command the trade in his naturally tributary territory. It makes the large wholesale druggist powerless to wrest the trade from the smaller wholesale drug-

"About the close or during the war Chicago and St. Louis sprung into great prominence as colossal drug markets. The Chicago patronage has been considerably divided up among several very strong and well-managed firms. The St. Louis trade has been confined more to two or three houses, whilst the trade in St. Paul has been held well in hand by a single firm, although the immense trade of the Northwest has offered a field for a progressive house to grow up at Minneapolis, of which ex-President Eliel is the chief. connection with this house in St. Paul I might mention that its history, or that of its founder, reads almost like a romance. About thirty-five years ago there rode forth from the East a consumptive young man, who, it was said, had only a few months to live, in search of health. He rode on and on, following the setting sun, and finally pitched his tent in St. Paul, where now may be seen as a result the greatest wholesale drug house of the Northwest. still managed by the yet very-muchalive young man, Daniel R. Noyes, who started in quest of health, and found it, as well as a fortune.

"Can I recall other incidents? Well, here goes. In 1847, C. F. G. Meyer and his brother left the "Vaterland" in search of a new world. They landed at New Orleans and steamed up the Mississippi River, on their way to the interior, and a few days later may have been seen, in the absence of railways, tramping into Fort Wayne with all their earthly goods in a little pack on To-day they hold, pertheir backs. haps, the most envied position in the drug trade of this country, all created by industry, economy and a standard of honesty and fairness seldom to be met with in commercial pursuits. F. G. Meyer carried the spirit of the Golden Rule into his daily business. Two or three years after C. F. G. Meyer arrived at Fort Wayne he was employed as an apprentice in the drug business, and after a short interval he

was the proprietor of a store, and continued to lay one brick upon anoth until the proud structure in St. Louis was completed. In order to enter a large field of operations Meyer Bros. & Co. opened a house in St. Louis at a time where there was already established a most powerful competitor, of which the late James Richardson was the head. James Richardson in the drug trade was a very prominent and conspicuous figure. He was a man of sterling qualities and a natural orator, one who would have distinguished himself had he been trained for the bar or political life. It was not his good fortune to have been given educational facilities in early youth. His early days were spent as a workman at stone-cutting and dressing in New England. He finally embarked in the grocery business in the city of Pittsburgh, and from there into the wholesale drug business in the city of St. Louis. The great house that was reared under his immediate management is certainly evidence of his grand ability. His house at one time did the largest business of any drug jobbing firm in the United States. The Richardson house, as we all know, passed away in a single night, and, unlike old Phoenix, never rose from its ashes, but did very much better in pocketing a huge roll of fire insurance cash. was the cleanest closing out of a drug stock on record. The next figure to bob up in my mind is Daniel Meyers. He began his business career as a newsboy. I used to see him about forty years ago, a cheery, hopeful, hustling newsboy on the railway from Cleveland to Columbus. A few years later I called on a new firm in Cleveland-Benton, Meyers & Canfield-and to my surprise there was the newsboy doing all the buying and all the selling for the firm. I must mention him as one who always found time to hear what a traveling man had to offer. Traveling salesmen receive so many uncalled-for snubs from snob buyers they will ever cherish one like Daniel Meyers, who always treated all comers with cordial kindness. I will place him second to none as an all-around wholesale druggist.

"Among the conspicuous characters in Western trade, and one that as long as the present generation of wholesale druggists lasts will be remembered with considerable pleasure, was the late Theodore H. Hinchman of Detroit, who established one of the first wholesale drug stores west of the Alleghanies. But few thoroughly understood and knew him, and he had to be well known to be understood properly. To many he seemed ascetic and severe and void of humor, but to those who knew him he was a veritable Artemus Ward. He had a wonderful appreciation of wit and humor, and in the conduct of his business and his business career from beginning to end it was one of truthfulness and sterling integrity. His example was one well worthy the emulation of the entire trade.

"The trade in Chicago had a great era of prosperity during the war and a few years after the close of the war. Some of the firms that were prominent during the war have since gone out of existence-J. H. Reed & Co., Tallman & King and Hurlbut & Co .- and numerous changes among other houses. Perhaps the most prominent figure in the trade at the close of the war was the late Henry W. Fuller. Of the rominent houses there now the Fuller & Fuller house, Lord, Owen & Co., Peter Van Schaack & Sons, Robert Stevenson & Co. and Morrison, Plummer & Co. In this connection it is a fact worthy of note, because not known to many of the trade, that O. F. Fuller, the head of the Fuller & Fuller house, was not a relative of his former partner, Henry W. Fuller. The latter, while a man of great ability, was better qualified for a professional career than for mercantile life. O. F. Fuller is the real architect of that house, and the proud position it holds in the trade is due very largely to his years of close attention to affairs, combined with a grand business ca-

"Milwaukee, which at one time was quite a prominent distributing point for drugs, has been considerably hemmed in by the growth of the houses that have sprung up in St. Paul, Minneapolis, Grand Rapids and La Crosse, further demonstrating the theory that local drug houses can compete successfully against the larger markets. Active progressive houses have also sprung up in Kansas City, Omaha, Denver, Atchison, St. Joe, Leavenworth, Lincoln, Salt Lake, and in the Southwest at Dallas, Galveston, Houston, Waco, San Antonio, Fort Worth,

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Chambers, Calder & Co., Chapman, White, Lyons & C	
Cheney Medicine Co., .	Toledo, O.
Chesebrough Mfg. Co., Claffin & Co., Geo. L.,	. New York City Providence, R. I.
Colburn, Birks & Co.,	Peoria, Ill.
Collins Bros. Drug Co., . Cook, Everett & Pennell, .	
Craighill & Co., E. A, . Crittenton Co., The Chas. N.	Lynchburg, Va.
Crowdus Drug Co., The J. W	7., Dallas, Texas.
Cushing & Co., Cutler Bros. & Co.,	Foxcroft, Me Boston, Mass.

D

Davis & Co., E. H., .			Rochester, N. Y.
Davis & Lawrence Co.,			New York City.
Dodge & Olcott,			New York City.
Dohmen Co., The F.,			Milwaukee, Wis.
Doliber-Goodale Co., .			Boston, Mass.
Drake Bros. Co., .			Milwaukee, Wis.

E
_
Edgerly & Co., J. W., Eisenbeis, G., Eisner & Mendelson Co., Emerson Drug Co, Evans-Gallagher Drug Co., Ottumwa. Ia. Allegheny, Pa. New York City. Baltimore, Md. Kansas City, Mo.
F
Fairchild Bros. & Foster, Farrand, Williams & Clark, Finlay, Dicks & Co., Fitch, A. Perley, Fonda Drug Co., Douw H., Foster, Milburn & Co., Fougera & Co., E., Fowle & Sons, Seth W., Fraser, Tablet Triturate Mfg. Co., Fritzsche Bros., Fulford & Co., G. T., New York City. Detroit, Mich. New Orleans, La. Concord, N. H. Albany, N. Y. Buffalo, N. Y. New York City. Boston, Mass. New York City. New York City. Brockville, Ont.
G
Gerity Bros., Gilman Bros., Gilmore & Co., W. J., Gilpin, Langdon & Co., Goodwin & Co., Geo. C., Grasselli Chemical Co., The, Green, G. G., Green, G. G., Gilmira, N. Y. Boston, Mass. Baltimore, Md. Boston, Mass. Cleveland, O. Woodbury, N. J.
H
Haas, Baruch & Co., Los Angeles, Cal. Hale, Justis & Co., Cincinnati, O. Hall & Ruckle, New York City. Hance Bros. & White, Philadelphia, Pa.

Harris & Co., J. N.,	. Cincinnati. O.
Harris & Co., J. N., Hartz & Bahnsen Co.,	Rock Island, Ill
Hay & Son, H. H.,	Portland, Me
Hazeltine & Perkins Drug Co., Gran	nd Rapids Mich
Herf & Frerichs Chemical Co.,	St. Louis, Mo.
Hillier's Son Co., R.,	New York City.
	New York City.
Himrod Mfg. Co.,	New York City.
Hinchman & Sons, T. H.,	Detroit, Mich.
Hiscox & Co., Long I	sland City N V
Horner, James B.,	New York City.
Hornick, Hess & More,	Sioux City Ia
Hood & Co., C. I.,	Lowell, Mass.
Hood & Co., C. I.,	St. Louis, Mo.
Hostetter Co., The,	Pittsburgh, Pa.
Hover & Co., W. A.,	Denver, Col
Hoyt & Co., E. W.,	Lowell, Mass.
	Buffalo, N. Y.
	Syracuse, N. Y.
YY I	Chicago, Ill.
	New York City.
Marine a company of the company of t	Providence, R. I.
Hurlbut, Ward & Co.,	Des Moines, Ia.
1	To inco, id.
Y 41 41 45 44 45	dianapolis, Ind.
J	
Jayne & Son, D.,	hiladelphia Pa
Jerman, Pfluger & Kuehmsted Co., M	filwankee Wis
K	
TV	. Ambler, Pa.
	Columbus, O.
TT 11 C	Pittsburgh, Pa.
Kiefer Drug Co., A., Ind	lianapolis. Ind
Kirk, Geary & Co., Sa	cramento. Cal
, , , , ,	transferred, Car.

L

Lamar & Rankin Drug Co.,	Atlanta, Ga
Lamar & Sons, Henry J.,	. Macon Ga.
Lambert Pharmacal Company,	St Lovie Ma
Langley & Michaels Co.,	Con Events, Wo.
I arkin & Schoffer	San Francisco, Cal.
Larkin & Scheffer,	. St. Louis, Mo.
Lawrence-Williams Co.,	· Cleveland, O.
Lazene, Daney & Co.,	. New York City
Lee & Usgood,	Norwich Conn
Leete & Co., Chas. S.,	New Haven Conn
Lehn & Fink,	New York City
Leich & Co., Chas.,	Eveneralle Total
Lilly Eli & Co	Evansvine, Ind.
Lilly, Eli & Co.,	Indianapolis, Ind.
Lilly, Rogers & Co.,	. Baltimore, Md.
Lincoln Co., C. J.,	Little Rock, Ark.
Lippman Bros.,	. Sayannah Ga
Lloyd Bros.,	. Cincinnati O
Lord, Owen & Co.,	Chicago III
Lyman-Eliel Drug Co., I	Minneapolia Minne
Lyon Manufacturing Co	North Wall City
Lyon Manufacturing Co.,	New York City.
Lyons & Co., I. L.,	New Orleans, La.

M

Mack & Co., San Francisco, Cal.
Mallinckrodt Chemical Co., St. Louis, Mo.
McCord James, La Crosse Wis
McKesson & Robbins, New York City
McPike & Fox, Atchison Kan
Mellor & Rittenhouse Co., The . Philadelphia Pa
Merck & Co., New York City
Merchants Gargling Oil Co., Lockport N V
Merrell Chemical Co., The W. S., Cincinnati, O.
Merrell Drug Co., J. S., St. Louis, Mo.
Merriam, A. B., Secretary, . Minneapolis, Minn.

OVE



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INCORPORATE POVIDENCE, RH

C. C. NICHOLS,

REFINERS

FAST TRIP TO HIS MOTHER'S BEDSIDE

George W. Smith Dashing Across Country to Montreal on the Early Newspaper Train.

George W. Smith of Evanston, a real estate dealer, is traveling swiftly over the miles intervening between Chicago and Montreal in a Lake Shore train, called to the Canadian metropolis by a telegram announcing the dangerous illness of his mother, Mrs. Janet Smith, aged 84, and a pioneer of Chicago.

In his eagerness to reach his mother Mr. Smith was forced to make several lightning jumps across country and finally to take a newspaper train out of Chicago at 2:45 o'clock this morning. He goes direct to Utica, N. Y., and thence to Montreal, where he will arrive at 8:35 a.m. on Monday

Mr. Smith and Le Grand Smith of the Virginia Hotel were loading their fishing paraluce Excha at 3 p. m. on Friday for an outing, on the White River, when a telegram was handed phernalia into a wagon at Princeton, Wisi, to the former. It announced that his mother was ill in Montreal. Mr. Smith hired a rig and was driven to Ripon, where, with fifteen minutes to spare, he caught a St. Paul train for Oshkosh. At 2 a. m. on Saturday he caught a Northwestern train for Evanston, reaching that point at 7 a. m.

Here Mr. Smith received a telegram that his mother was better and to wait for further advices before leaving for Canada. He had retired last night when another telegram came advsing him to take the first train for Montreal. Mr. Smith hustled and caught the Lake Shore newspaper train.

Mrs. Janet Smith is one of Chicago's early settlers. She has resided in Evanston since the big fire. She is the widow of David Smith of the old-time drug house of Smith & Dwyer, now operating under the firm name of Peter Van Schaack & Sons.

ITON SEED OILS

ure Salad $\frac{P}{S}$ live Flavored E inter White inter Yellow ummer White ummer Yellow rude

by the wholesale drug trade compare with the quality sold thirty years ago?"

"Well, there is almost as much difference as between day and night. Today the trade, retail and wholesale, are very intelligent as to the quality of drugs and chemicals, and as a result of the formation of the Western Druggists' Association, and of drug exchanges throughout the West, well as the organization of State Pharmaceutical Societies throughout the country, a very much higher standard of commercial honesty prevails, and as a further result, to-day there is scarcely a wholesaler to be found who does not take special pains to supply his patrons with the very highest standard of drugs that he is able to obtain. To-day sophistication and adulteration have now so far West that they must be tumbling over themselves in the icebergs of Alaska. Now of course there are exceptions to this rule, as there are exceptions to all rules. The most stringent legislation against crime does not wholly abolish crime, but it may be said in this connection, and I desire to emphasize that fact, that the wholesale druggists in the Western country who have forged to the front, and who have been the most successful, are the firms that have rigidly adhered to the policy of filling orders only with the best quality of drugs to be obtained.

"How many millionaires do I know that were created as a result of conducting a jobbing drug business?

'Well, there are none to be found West of the Alleghanies, whilst every other commercial pursuit that I can think of numbers its millionaires, though with less ability and less capital to begin with.

THE N. W. D. A.

"What is my recollection of the origin of the Western Wholesale Druggists'

"Well, as clearly as I can remember, about February, 1876, James S. Burdsall of Cincinnati organized a local drug exchange for the purpose of creating a better feeling and comparing notes for the betterment of the trade. Afterward circulars were issued to the entire Western drug trade, resulting in the trade meeting at Indianapolis in March, 1876. The platform of the local drug exchange of Cincinnati, written Ly Mr. Burdsall, was adopted verbatim by the Western Wholesale Druggists Association, and has since been perpetuated by the present N. W. D. A. great mistake in diplomacy is thought by many of the old-timers at the West to have been made at this meeting in not electing the late Henry W. Fuller as president of the association. There always has been, as you know, a good deal of rivalry between Chicago and St. Louis, and in this particular case there was an amount of personal feeling entertained which many people believe largely influenced Mr. Fuller's subsequent action. Before the election of a president Mr. Fuller so far showed himself to be in accord with the objects of the meeting as to offer a resolution of thanks to the Cincinnati jobbers for inaugurating the movement that had resulted in the organization of the Western Druggists' Association, but later on he withdrew from the meeting, and before doing so arrayed himselagainst the object and especially against the proposed contract plan. which he attacked as unmercantile, in contravention with the laws of trade, and as illegal because attempting to restrict the freedom of trade and opposed to the inexorable laws of supply and demand, which he maintained must govern prices on all articles of merchandise. How far this apparent change of opinion was influenced by personal pique of course nobody ever knew, but I give the instance simply as a bit of gossip which has been recalled a good many times by different people in the trade. In this connection it has also been frequently remarked that the opinion of Mr. Fuller concerning the legality of the rebate plan was in strong contrast to that afterward rendered by his brother, Chief Justice Fuller of the United States Supreme Court, in the case brought against J. D. Park & Sons for violating their contract governing the sale of Wistar's Wild Cherry Balsam. In that decision, which was against Park & Sons, Chief Justice Fuller said that 'the owners of a proprietary article had the right to prevent competition between purchasers, and that purchasers were entitled to such protection as was reasonably necessary for their I believe those were almost benefit.' his exact words.

"It is quite remarkable indeed that

"How does the quality of goods sold this legal bulwark shielding the trade and proprietors was erected by John D. Park & Son, and that Chief Justice Fuller should render an opinion so diametrically opposite to the position taken by his brother.

As an amusing incident in connection with the position which John D. Park & Sons have occupied toward the N. W. D. A. I recall a cartoon issued by them, I think, in 1882, which I will send you if you care to reproduce it in this connection (the cartoon is reproduced herewith, Editor O. P. & D. R.) This was quite funny at the time it was issued, but it is even more amusing now to note how positions have changed, and how the animal outside of the fence now should more properly be labeled with the initials of the Cincinnati concern, which has appealed to the courts to help it procure a share of the fruits of the field without obeying the rules of the proprietor.

"Trifling progress was made by the Western Wholesale Druggists' Association to move the Eastern proprietors to idopt a system for the sale of their aricles that would insure a profit to the jobber, until the year following the meeting in Cincinnati in 1881, when the chairmanship of the Proprietary Committee was accepted by Daniel Meyers, of the firm of Benton, Meyers & Co., with the distinct understanding that he might chose his associates and follow out his own plan in his efforts to bring about

feeling of our Western friends and the needs of such a meeting and said to that well-known figure in the Boston trade, and one whom all highly esteemed and loved, the late Solomon Carter: "Carter, this seems to be a very dry meeting." "Uncle Solomon" agreed with this proposition, and at once made his exit from the room, soon returning followed with a waiter and several bottles on ice. It is useless to add that here was a generous flow of soul, and all became harmonious. That was the origin of the New England Drug Exchange, which, some years later, at one of their annual banquets, elected Daniel Meyers as an honorary member, and introduced him on that occasion as the Father of the New England Drug Exchange.

"The last annual meeting of the Western Wholesale Druggists Association was held in Cleveland in November, 1882. That meeting was largely attended by the representatives of the East, and at the request of the East the name of the association was changed to its present name—the National Wholesale Druggists' Association.

"I very vividly recall the first meeting of the N. W. D. A in the city of New York in 1883. It was the first time in the history of this country that the drug trade of the United States met face to face in a convention or at a banquet table.

"Say, Mr. Peters, do you recall what the Governor of South Carolina wired business at that time was 8 to 10 per cent. Something had to be done, and something finally was done, as we all know, but they builded better than they knew. It is commonly stated that the jobber handles only such goods of a proprietary nature as he has actual demand for, and those he must sell, and It is therefore assumed that he is not in a position to render to the proprietor 'quid pro quo' for whatever increase of profits the proprietor may be induced to allow him.

"It must be conceded by all familiar with the trade that the jobber is indispensable to the proprietor, for the simple reason that the small retailer has tremendously, increased, especially in large cities, who buys proprietary articles by the quarter-dozen almost week-The proprietor would be utterly powerless to supply this demand without the distributing facilities possessed by the jobber. He does all this work for the very small sum of about 10 per cent., which is not sufficient to cover the actual expense of doing bsuiness. About a year ago a certain proprietor, in order to place himself in direct touch with the retailers and in order to save the jobber's margin, opened a depot in New York city, and began the distribution of his proprietary goods direct to the retailer. He soon discovered that it cost a great deal more than under the old system of paying the jobber even 15 per cent. profit for distributing his goods. If other proprietors would try this experiment, there would be less growling and fault-finding with the 'unreasonable' jobber, who asks for sufficient profit to cover the actual expense of doing business. The fact is, owners of proprietary articles may be very expert and able in preparing their medicines and creating a demand by advertising, but in general business methods that should govern in their relations with the jobber and retailer some of them display the most lamentable want of common sense business knowledge.

"The contract system as a system is all right. It was devised expressly to insure a small profit to the jobber; it was never designed for the purpose of enabling a few cutters to get their supply cheaper and cut further. The Western jobbers, after a tremendous lot of labor and expense, brought the system into force. When J. C. Ayer & Co. adopted the system they agreed to pay jobbers 10 per cent. for distributing their medicines. They have annually paid from their own pocket over \$50,-000. They never intended any part of that compensation to go to cutters to aid them to cut still further to the injury of both retailer, jobber and proprietor. The only trouble with the system is it has not been rigidly enforced without fear or favor.

"The position of the retali druggists is quite an unfortunate and serious one, and has not a very promising outlook. The cutting of prices in the large cities and the handling of proprietary mediines and toilet articles by the departnent stores have almost deprived the retail druggist of his share of that business. The cut-rate stores certainly not only injure the large majority of retailers, but at the same time they are also a great damage to the proprietors, for the simple reason the majority of cutters simply sell what is asked for, unless they can work off substitutes, and take no interest whatever in the distribution of almanacs or advertising matter. They take no interest whatever in promoting the interest of the legitimae proprietor. It is certainly very much better for a proprietor to have 100 retailers distributing his goods and carrying a stock on their shelves and distributing his advertising matter, than to have the business controlled by say a few cutters, and thus alienating the great army of small retailers. Proprietors seem to be remarkably blind to this fact, and lack the foresight, courage and honesty to turn down the small fraction of cutters and keep in close touch with the vast number of retail distributors. Both retailere and jobber are indispensable factors in the distribution of proprietary goods, and the contention that now exists between the retailer, proprietor and jobber will never cease until some equitable adjustment is arrived at."

"OUR CONTRACT FIELD WHICH IS NOW RIPENING,

WE ARE, AND HAVE BEEN HUNGRY TO TASTE SOME OF ITS FRUITS." PREST W. W. D. ASSN

OIL PAINT THE DRUG REPORTER. JUNE 21.

the desired result. The largest buyers of proprietary articles in the West were selected as associates on that committee—James Richardson, C. F. G Meyer St. Louis; Thomas Lord, Chicago; W. A. Robinson, Louisville; George A. Kelly, Pittsburgh. The foregoing committee on a certain day were called together to meet in Cleveland, prepared to spend several weeks if necessary visiting the proprietors of the East. Such an array of earnest nen and largest customers were irresistible, and as a result almost a complete sweep was made, the trade fallng into line and adopting the contract system for the sale of their articles.

Eastern jobbers of New York, Boston, Philade phia, all became impressed with his new system of handling proprieary goods, and without exception gave t their hearty support and indorse-

ment. "In connection with this tour of the East, it will be interesting to know hat as a result of the personal soliciation of Daniel Meyers, the jobbers of Boston, for the first time in their history, met face to face in a room in the Parker House.

"A Boston jobber relates the following incident about that meeting. The Western Rebate Committee came there to convert Boston jobbers to their new system of handling proprietary goods and to show the advantage of local drug exchanges and harmony among competitors. The Boston jobber said that Mr. Weeks would not attend such a meeting, but Meyers insisted that he would, because he had given his word. There we all sat in a room as glum as a lot of owls waiting for Mr. Weeks. We thought we had the laugh on Meyers, when last of all came Mr. Weeks also. He at a glance sized up the tired

to the Governor of North Carolina during the war?'

"'Well, yellow label, please."

"That Delmonico dinner was never excelled. It can be truthfully said of the managers of that entertainment that they were in perfect accord with the poet who, many years before,

'The turnpike road to men's hearts I find

Is through their stomachs, or I m.s-take mankind."

"At just this moment three conspicuous speakers at that banquet rise up before me. The late Daniel C. Robbins delivered an able and interesting speech, lauding the glory and greatness of the East. He was looked upon by the West as the drug lion of New York. He was followed by the late James Richardson, who typ.cally represented the West, and in a most able and humorous response punctured some roseate bubbles that Mr. Robbins had pictured as natural advantages of the The West were justly proud, and rightly dubbed him the "Old Roman" of the Western druggists.

"The humorous speech made by Judge Noa. Davis was received with roofraising laughter. Why some of my Western friends are still recalling and laughing over some of the fifth-rib tickling funny sayings Judge Davis go; off. I tell you "that's the stuff" the overworked wholesale druggists need at their annual banquet board.

"What in .ny opinion called the Western Association into existence?

"Why, the patent medicine question, pure and simple. The trade at that time were all handling patent medicines at just about 2 or 3 per cent. profit, while the expense of conducting

"What is your recollection of the firms who controlled the patent medicine business and the methods in vogue before the contract system was thought

"I would name three persons who in their day were the conspicuous patent medicine jobbers. In the West, John D. Park, Cincinnati, and in New York Demas Barnes and J. F. Henry, all deceased. Right now let me say there are

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REFINERS

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TTON SEED OILS

oure Salad PS Olive Flavored OF Winter White Winter Yellow Summer White Summer Yellow Crude

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MEMPHIS.

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Sa

Metcalf Co., Theodore,				Boston, Mass.
Meyer Bros. Drug Co.,				. St. Louis, Mo.
Moffit-West Drug Co.,			è	St. Louis, Mo.
Murdoch, J. N.,			Pa	arkersburg, W. Va.
Muth Bros. & Co., .		٠	š	Baltimore, Md.
	N			

Neat-Richardson Drug Co	١.,	rija.		4	Louisville, Ky.
Nelden-Judson Drug Co.,					Salt Lake City.
Nelson, Baker & Co.,			٠		Detroit, Mich.
Noyes Bros. & Cutler,					St. Paul, Minn.

0

Olney & McDaid, .				. Olney, Ill.
Orr, Brown & Price, .				. Columbus, O.
Osgood & Co., Charles,			**	Norwich, Conn.
Owens & Minor Drug Co	mp	any,	Tl	ne, Richmond, Va.

P

Pabst Brew. Co., (Props. "Best" Tonic,)	Milwaukee, Wis.
Paine Drug Co., The,	Rochester, N. Y.
Parke, Davis & Co.,	Detroit, Mich.
Peacock Chemical Co.,	St. Louis, Mo.
Perkins & Co., J. W.,	Portland, Me.
Peter & Co., A.,	Louisville, Ky.
Pfizer & Co., Charles,	
Pinkham Medicine Co., Lydia E., .	Lynn, Mass.
Piso Company, The,	. Warren, Pa.
Plimpton, Cowan & Co.,	Buffalo, N. Y.
Ponds Extract Co.,	New York City.
Porous Plaster Co.,	New York City.
	Wichita, Kan.
Powers-Taylor Drug Co.,	Richmond, Va.
	Philadelphia, Pa.
Purcell, Ladd & Co.,	Richmond, Va.

R

Radway & Co., New York City.
Redington & Co., San Francisco, Cal.
Renz & Henry, Louisville, Ky.
Richardson Drug Co., Omaha, Neb.
Rio Chemical Co., St. Louis, Mo.
Robinson-Pettet Co., Louisville, Ky.
Robinson & Co., John A., Troy, N. Y.
Robinson & Son, R. W., New York City.
Roessler & Hasslacher Chemical Co., The, N.Y. City.
Rogers & Pyatt, New York City.
Rosengarten & Sons, Philadelphia, Pa.
Rumford Chemical Works, Providence, R. I.
Rust & Richardson Drug Co., Boston, Mass.
Ryan Drug Co., St. Paul, Minn.

S

Sagar Drug Co., ! Duluth, Minn.
San Antonio Drug Co., San Antonia, Tex.
Schafer & Co., Geo. H., . Fort Madison, Ia.
Schenck & Son, J. H., Philadelphia, Pa.
Schering & Glatz, New York City.
Schieffelin & Co., New York City.
Schoellkopf, Hartford & Macclagan, New York City.
Schiffman, Dr. R., St. Paul, Minn.
Schuh Drug Co., Cairo, Ill.
Scott & Bowne, New York City.
Searle & Hereth Drug Co., The Chicago, Ill.
Sharp & Dohme, Baltimore, Md.
Sheehan & Co., J. H Utica, N. Y.
Shoemaker & Busch, Philadelphia, Pa.
Shoemaker & Co., Robert, . Philadelphia, Pa.
Singer & Wheeler, Peoria, Ill.

DRUG REPORTER

OIL PAINT AND I

still living four of the old-time typical patent medicine drummers, Brent Goode, Pete Lance, Frank Henry and Ed Wells. They can answer your query, and their reminiscences of the trade would be very interesting. It seems like fifty years ago when I first met Pete Lance and Brent Goode on the road."

"Do I think the Druggists' Association has resulted in substantial benefit to the trade?

"Most decidedly it has. Even if it had not advanced the financial interests of the trade, it certainly has accomplished the essence of the original platform. It has 'created a permanent social feel-

ing,' it has to a large degree 'obliterated distrust and jealousies.' It has resulted in the organization of local drug exchanges throughout the country, and by that means 'excessive competition and unmercantile practices' and various other evils that existed in the trade have been largely removed. The organization of these local exchanges and the generation of confidence among competitors and the general observance of the contract system without doubt has materially improved the condition of the wholesale drug trade in the West. To the contract system it owes in a large measure its prosperity for the past few years. As a result of the efis of the National Drug Association can scarcely be expected that the lenium would follow, but it is a fact generation of brotherly feeling one competitors has been such that lion and the lamb do lie down toter without getting the lamb inside lion.

The fact is, not one in the trade d attend the meetings of the local exchanges and the annual meet-of the National Association with being influenced for the good of the Contact with our fellow men competitors in trade is bound to den one and give one more librations and result in the elevation of

the general tone and morale of the business.

"Do I think the N. W. D. A. is disintegrating?

"Not a bit of it—not at all. Nothing makes a people so strong and united as an attack from the outside or rebellion within. The Park litigation may be called the attack from the outside, and the trade well know the rebels and spys in their own camp and the weak-kneed, double-shuffling among proprietors. I predict that the N. W. D. A. will emerge from all its present troubles, the strongest commercial organization this country or any other has ever seen."

Sisson & Co., T., Smith, Benedict & Co., Smith & Co., Valentine H., Smith Drug Co., C. D., Smith, Kline & French Co., Snell, Heitschu & Woodard Co., Snow & Co., C. W., Sommer's-Aldo Drug Co., Spokane Drug Co., Spurlock, Neal & Co., Stallman & Fulton, Stanwood & Co., E. L.	Philadelphia, Pa. Portland, Ore. Syracuse, N. Y. Quincy, Ill. Spokane, Wash. Nashville, Tenn. New York City. Portland, Me.		
Stein-Vogeler Drug Co.,	Cincinnati, O.		
Stewart, Daniel,	Indianapolis, Ind Boston, Mass.		
Strother & Son, W. A.,	Lynchburg, Va.		
Sultan Drug Co.,			
Sweet, Caldwell,	Rangor Ma		
Transfer of the state of the st	. Dangor, Me.		
T-1 T	TT		
Talcott, Frisbie & Co.,	Hartford, Conn.		
Tarrant & Co.,	New York City.		
Taylor, Geo. E.,	Leadville, Col.		
Thompson, Sons & Co., John L.,	Troy, N. Y.		
Thomsen's Sons, John J.,	Baltimore, Md.		
Torbert, W. H.,	Dubuque, Ia.		
Tyler & Finch,	New York City.		
U			
Upjohn Pill and Granule Co., The, Kalamazoo, Mich.			
V			
Van Natta-Lynds Drug Company,	St. Joseph, Mo.		
Van Schaack & Sons, Peter, .	. Chicago, Ill.		
Vogeler Co., The Chas. A.,	Baltimore, Md.		
	Zarennore, Mu.		

W

Zeller, Max, . . . New York City.

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Ilamazoo
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'eter Van Schaack & Sons,

Wholesale Agents,
CHICAGO, ILL.



Cut of Celery Field Window Display. All



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Put up in 100 dose bottles, each bottle in a beautiful Lithographed Carton. The handsomest package ever offered to the trade. An exceptionally fast seller.

Two Dozen Lots 5 per cent Discount. Per Dozen, \$7.50.

Dunkley's Kalamazoo "Celerytone." TRADE MARK.

Distillatum Extracta Apii Graveolens.

An article of Pure Celery Only, Sells to the highest class of trade a druggist has. Can be used in filling prescriptions where Celery only is wanted.

Put up in a handsome 12 oz. taper square bottle, wrapped in parchment.

Per Dozen, \$7.50. Two Dozen Lots 5 per cent Discount.

Dunkley's "Celerytone" Pills.

A modern Pill made by the new friable process. They give satisfaction. Druggists cannot recommend them too highly.

Put up one dozen on an embossed green and gold Celery Easel.

Per Dozen, \$1.50. Three Dozen Lots 5 per cent Discount.

Dunkley's "Celeryade Drops." TRADE MARK

For Coughs, Colds, the Nerves and Stomach. Prepared from pure sugar and the Triple Extract of Celery. The best all round seller on the market. Elegant Lithographed Carton.

Put up thirty 5 cent packages to Box.

Five Box Lots, 80c per Box. Per Box, 85 c.

Dunkley's Kalamazoo Celery Tonic.

For Soda Fountain and Bar.

Put up in 8 ounce decanters, 6 to case. Per Dozen, \$7.50. Per Case, \$4.00.

ALPHABETICAL LIST OF ASSOCIATE MEMBERS.

Armstrong Cork Co., Armstrong Cork Co.,	Chicago, Ill.
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Calder, Albert L., Providence, R. I. Campion & Co., J. W., Philadelphia, Pa.
Campion & Co., J. W., Philadelphia, Pa.
Carr-Lowry Glass Co., Baltimore, Md.
Champion Chemical Works, Chicago, Ill.
Carr-Lowry Glass Co., Baltimore, Md. Champion Chemical Works, Chicago, Ill. Cibils Co. of the U. S., Boston, Mass.
Codman & Hall, Boston, Mass.
Colburn Co., The A., Philadelphia, Pa.
Cole & Co., J. W., Black River Falls, Wis.
Colgan & McAfee, Louisville, Ky.
Colgate & Co., New York City.
Colgate & Co., New York City. Corneille & Co., David, London, Eng. Cushman, H. D., Three Rivers, Mich.
Cushman, H. D., Three Rivers, Mich.
Cutler & Neilson Paint & Color Co., Kansas City, Mo.
D
Davidson & Co., W., Baltimore, Md.
Dent & Co. C. S. Detroit Mich
Dent & Co., C. S., Detroit, Mich. Detroit White Lead Works, . Detroit, Mich.
Devoe & C. T. Raynolds Co., F. W., Chicago, Ill.
Devoe & C. T. Raynolds Co., F. W., New York City.
· · · · · · · · · · · · · · · · · · ·
Dietz Drug Co., New York City.
E
Eagle White Lead Co., Cincinnati, O.
Eastman & Bro. Co., Philadelphia, Pa.
Eckermann & Will, Syracuse, N. Y.
El Madilo Cigar Mfg. Co., . Jacksonville, Fla.
Evans & Sons, (Limited), Montreal, Canada.
F
Fisher, Arthur N., Chicago, Ill.
Fox & Co., H. C., Philadelphia, Pa.
Fox, Fultz Co., Boston, Mass.
TO THE TY
Francis, John H., New York City.
The state of the s

spondence.

here communications from our read the drug trade. Writers are requeste briefly as possible. Each article mu-ut his name will not be published

h. A. Commercial Section.

h. A. Commercial Section.

it, Mich.—In my opinion the 1 roduce practical results in so fa 1 pharmacy. Without attemptin nd efficient an organization as the test of the state what in my opinion By strict adherence to "the oil to be science or commercial intest be obtained. The N. W. D. st and all of the time—no divisite that the best interests of that the A. Ph. A. should confionent and advancement of scient has achieved such marked such this there should be formed men with but a single aim, then of commercial pharmacy. The business demand that a unit of this branch of pharmacy frowork has been performed alor has been demonstrated that new ted. Mutual manufacturing has ome. That subject would properly association. I therefore believent of the subject would properly association. I therefore believent of the subject would properly association. I therefore believent of the subject would properly association. I therefore believent of the subject would properly association. I therefore believent of the subject would properly association. ience or otherwise, the watchwoj purpose."

purpose."

* * *
Baltimore.—I believe it is easy to which insists that the coupling with the purely commercial is detricted in the purely commercial and pure, as in this instance, we must expect something even will always be the outgrowth of fication of these. Such conclusions aciples thoroughly well established to American Pharmaceutical Assorikingly useful career, even before soin had its birth. In the very face then, and contrary to the leadings offer through experiences so often recial section of the American Pharon must have been inaugurated. It and gone on living an aimless, usely in the purely commentation where the property is the purely commentation where the purely commentation was a disappointment discouraging, even blighting. This continual fault-finding, this busying siness methods and individual constances of the property of the opinion that the abolitical Section of the American Phartion would make smooth the way to form much professional advancement ce and help of this heretofore heavitional Association.

* * *

ew Orleans, La.—In answer to your which is a section of the American Phartion would make smooth the way to form the professional advancement ce and help of this heretofore heavitional Association.

ew Orleans, La.—In answer to your Commercial Section of the A. Ph. A. nued on the ground of its failure to terests of the pharmaceutical professt emphatically, yes; the sooner it is r it will be for the retail druggist, for pressure of the section of the retail druggist, for the retail druggist, for the retail druggist, for the retail druggist, for the retail druggist.

ial Section of the American Pharman, is at present constituted, it is cero work harm to the retail druggists large, for their interests can never be se of the section, some of whose memufacturers of proprietary articles, or rerein sufficient to make them seek, by heir power to protect those of other 10, numerically, form but a small permbers of the American Pharmaceutir of the great army of pharmacists of

rent to any pharmacist who will take k the matter over, that such a body of



John Carnrick.

John Carnrick, of Reed & Carnrick, New York, has one some very meritorious work in the realm of pharmaeutical chemistry. A native of Sand Lake, Rensselaer Jounty, New York, he spent his boyhood in Troy and ame to New York at the age of 17. After teaching school for a while he took a course in medicine, but instead of graduating he opened a drug store in Jersey City, and commenced the study of pharmacy and chemistry with a view to improving the palatable qualities of medicines. Thus John Carnrick may be said to be one of the pioneers in the field of what is known as elegant

pharmacy.

The original drug store was operated by Mr. Carnrick under the name of Gardner & Carnrick. This was afterward changed to Carnrick & Andrus, and subsequently to Reed & Carnrick, a name now famous all over the world. Through all the changes of name it was Mr. Carnrick's genius as a chemist that made the success of the house possible. The preparations which he invented are used to-day by the medical profession in every civilized country on the globe. He has always in the introduction of his preparations to the medical profession given to them every detail of manufacture and invited them to his laboratories to examine every process and manipulation, and has always insisted that their introduction should be in the hands of the medical profession. Mr. Carnrick claims the honor of having introduced elixirs as a class of pharmaceutical products over thirty years ago. Among a few of the principal preparations he in-

ago. Among a few of the principal preparations he introduced are Lactopeptine, Maltine, Peptonoids, Pepten-One feature of Mr. Cannrick's business method has the sale of his various discoveries. Among these are ufacturing Company, and the Arlington Chemical Companies were popularized by Reed & Carnrick. The reason for the success of Reed & Carnrick's preparations is upon the market a preparation of his invention unless anything of the sort previously discovered. Large fortunes have been made from his discoveries, one man arations something like \$2,000,000, it is said. Mr. Carnrick, though a wealthy man, has not reaped so largely as heatiful home on Park avenue with his family, to whom is located at 428 West Broadway, New York.

TOSTO TISSOCIATION.	337
G Gibson & Sons, Robert, Mancheste Gibbs, William E., New Yorl Gill & Co., Wm. A., Column Gordon Chemical Co., W. J. M., Cincinn Goodwin, Henry W., Boston, Gould Commercial Co., Grand Rapids Brush Co., Green & Co., David E., New York	r, Eng. k City. bus, O. ati, O.
Green, F. E. & J. A., Grosvenor & Richards Co., The, Boston, Boston,	Mass.
Hambleton & Co., J., Hamlin Wizard Oil Co., Hastings & Co., Harris, Dr. L. H., Harter Medicine Co., The Dr., Henry Pharmacal Co., Hires Co., The Chas. E., Hopkins Co., J. L., Illinois Glass Co., Isaacs & Co., A., Johnson & Johnson	o, III. a, Pa. a, Pa. bn, O. c, Ky. a, Pa. City. a, III. City.
Johnson & Johnson, New Brunswick, Johnson & Co., I. S., Boston, M K	.ass.
Kelloggs & Miller, Kerry, Watson & Co., Kilmer & Co., Dr., Kirk & Co., Jas. S., Knickerbocker Brace Co., Kohler Manufacturing Co., Kelloggs & Miller, Amsterdam, N Binghamton, N Chicago, Chicago, Baltimore, N	. Y. Ill.

Ladd & Coffin, Lasker & Bernstein Lawrence & Co., W. W., Lebess Sponge Co., Leeming & Co., Thomas, Leuders & Co., George, Lucas & Co., John, . Lutkins, Stephen H., Lyman, Sons & Co., . Lyman, Knox & Co., Lyons & Bro., Chas. B.,

Maltine, Manufacturing Co., Tl Mariani & Co., . . Marion Flint Glass Co.. Marx & Rawolle, McCully & Co., Wm., McCotter & Co., Samuel G., McIlvaine Bros.. McKinley, W. S., . Mellior Drug Co., Mepham & Klein, Geo. S., Merz Capsule Co., The, Miles Medical Co., The Dr., Mound City Paint & Color Co. Mülhens & Kropff, Murray & Nickell Co., The, .

National Lead Co., National Lead & Oil Co. of Po New York Pharmacal Associat eight feet long.-Leader.

A. Cressy Morrison, Vice-President of the L. A. W.

A. Cressy Morrison, the advertising manager for the Pabst Brewing Co., who



has made such a brilliant record for himself in the successful introduction of Pabst's Malt Extract to the drug trade, is very prominent in wheeling cir-cles, and at the last meeting of the L. A. W. at Albany, was elected first vicepresident. This places Mr. Mor-rison in line as

the logical candidate for president of this body next year. Mr. Morrison is very well known in the jobbing and wholesale drug trade and is a regular and very popular attendant upon the meetings of the National Wholesale Druggists' Association. He is now in this city and is frequently seen at the Commercial Club.

A Very Small Drug Store.

The smallest drug store in the world is now located on Lorain street, Cleveland, O. It is situated near Taylor street and opened its doors, or rather its one little door, a few weeks ago. The store front is so narrow that there is not room for an entrance from the street and the entrance is therefore on the side. The store in partitioned off from quite a large building inside are the usual shelves, neatly piled with bottles, and in the window one blue . globe of diminutive dimensions informs the passerby that drugs are for sale within. A miniature prescription case is at the end of the little room and everything else necessary to the proper equipment of · a drug store can be found in its place, but of course on a reduced scale. To give an idea of how small the store really is, the aisle between the two counters and the National Eclectic Medical Instit aisles between the counters and walls are just wide enough for one person to pass through at a time. Altogether the interior of the store measures five feet wide by

DROGGISTS ASSOCIATION. 339
New York Pharmaceutical Co., Bedford Springs, Mass.
New York Ouining & Cl., Bedford Springs, Mass.
Norton Bros
Norton Bros., Chicago, Ill.
Oakland Chemical Co., Name W. 1 Co.
Ostheimer Bros., New York City.
Oakland Chemical Co., Ostheimer Bros., New York City. Philadelphia, Pa.
Packard & Co., M. N., Paris, Allen & Co.,
D-11 a New Votals O'1
Patch Co., The E. L., Pennsylvania Salt Mfg. Co. New York City. New York City.
Tennsylvama Salt Mfc C-
Peek & Velsor, Phillips Chemical Co., The Charles H. New York City.
Phillips Chemical Co., The Charles H., N. Y. City. Planten & Son, H.,
Planten & Son, H., Plumly Co., G. W., Philadelphia
Plumly Co., G. W., Pratt & Lambert (Inc.) New York City. Philadelphia, Pa.
Pratt & Lambert (Inc.), Philadelphia, Pa. New York City.
R
Raser, John B
Raser, William H., Recamier Mfg. Co., Reading, Pa. New York City.
Recamies Mf. C
Reed & Carried New York City
New York City.
8
Scofield, Shurmer & Teagle, Cleveland, O
Scudder, S. V. & S. P., Shafer & Co., I. Calvin
Shafer & Co. I Calvin
oner will-williams Co Mi.
Simson Dros. & Co
Stanford's Vina Vinavani Halifax, N. S.
Stilwell Arthur A Vina, Cal.
New York City.
T
Tetlow, Henry, Philadelphia Pa
Cambridgeport, Mass.

find the correspondence by Thomas A. Cobb of Chicago, who, as we understand it, was not at the time a member of the firm of Morrison, Plummer & Co. (from whose office the corre-& Co. (from whose office the correspondence was conducted), neither were Morrison, Plummer & Co. at that time members of the association; so that it will be seen that the plaintiff's lawyers are attempting to hold this committee, or rather, the members of the organization which this committee represents, responsible for the action of individuals having no connection whatever with the organization itself.

Thurston & Braidich,

The Morrison of the water pipe flooded the basement in the building at Nos. 138-140 Lake street to a depth of two feet yesterday and did admage estimated at \$5,000. The building is occupied by Peter Van Schaack & Sons, wholesale druggists. The fire insurance patrol was notified and on reaching the building shut off the water and opened the catchosins off.

New York City.

Water Reaches a Depth of Two Feet in a Lake Street Building:

A broken water pipe flooded the basement in the building at Nos. 138-140 Lake street to a depth of two feet yesterday and did a damage estimated at \$5,000. The building is occupied by Peter Van Schaack & Sons, wholesale druggists. The fire insurance patrol

. New York City. Tiemann & Co., D. F., . . New York City. Tilden Co., The, . . . New Lebanon, N. Y. Tuttle, Dr. S. A., Boston, Mass. Todd, Albert M.. . Kalamazoo, Mich. Trommer Ext. Malt Co., . . . Fremont, O.

United States Capsule Co., . . Detroit, Mich.

Valentine Meat Juice Works, . Richmond, Va.

Ware, Walter F., . . . Philadelphia, Pa. Warner & Co., William R., . Philadelphia, Pa. Wellcome, Henry S., . . . London, Eng. Representing Burrough, Welcome & Co. Wells Mfg. Co., A. J., . . . Syracuse, N. Y. Whitall, Tatum & Co., . . Philadelphia, Pa. Whitelaw Bros., . . . St. Louis, Mo. Whiting & Son, John L., . . Boston, Mass.

Whitney Glass Works Co., The, . Philadelphia, Pa.

Young & Smylie, "The showing of Avelie". "The showing of April is a very hopeful sign for business," said Peter Van Schaack, the wholesale druggist. "The depression which has been felt in every line of business seems surely to be lifting, and this of itself will lend an impetus to trade. The large April sales show an increased confidence in the outlook. I look for a continued strengthening of trade and a larger volume from now on. Only one thing is holding t back at present, and that is the unsettled condition of the tariff question. Not until the tariff is settled will business assume its proper channel and volume."

Brooklyn, N. Y.

The Captor of Maceo.

The hero of the day in Spain is Major Cirujeda, one of whose soldiers killed Antonio Maceo, the leader of the insur-gent forces in Cuba. For the success of his command in killing Maceo, Cirujeda was at once brevetted as Lieutenant-Colwas at once brevetted as Lieutenant-Coronel, and his promotion to a Colonelcy will take place in the very near future. In commenting upon this fact the Spanish correspondent to the Berliner Tageblatt says: "It must be a matter of annoyance to the active Spanish officers that this twice-promoted hero is not an active officer, but is a volunteer and in active officer, but is a volunteer, and in civil life is a shipwrecked anothecary.

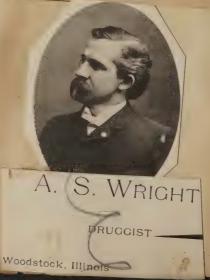


THE RETAIL DRUGGIST.



ARTFUL BUSINESS.

The impression of M. N. Kline from reading letter of C. H. McConnell, the arch cutter of Chicago, who accuses Mr. Kline of deceiving the trade by supplying cutters and holding back cutters' names from being listed, who buy goods from Kline's firm. Mr. McConnell offers



What Should Be Done.

The N. W. D. A. should investigat the accusations of Mr. McConnell agains Mr. Kline as he offers proofs that canno be well overlooked. We think that th wholesalers as a majority desire to, dea squarely with the retail trade. ¿Cutters ar often supplied by wholesalers who fea that their competitor in business will se cure this class of trade. It seems tha it is a matter of credit with Mr. Kline whom his firm supplies. It has often been remarked by manufacturers that if we wish our goods kept out of the hands o cutters, not to sell through wholesalers This looks bad, and it is the retailers them selves who can remedy it by organization.

PAINT, OIL AND DRUG REVIEW

CHICAGO, FEBRUARY 10, 1897.

The newspaper contest between M. H. Kline, the "gladiator" of the N. W. D. A. proprietary goods committee, and C. H. McConnel, of Chicago, "King of retail cutters"—an interminable war of words—has blossomed out into its circular and pamphlet stages. What the next development will be is not clear at this time. McConnel's latest is a masterpiece of wit and sarcasm, and the serio-comic side of the contest is furnishing the trade with considerable entertainment. The arguments thus far submitted by the contestants are able and the ground has been pretty well covered; the friends of each assert that "his man" has scored the most points, but this is natural. Meanwhile the rebate plan holds, and McConnell, Siegel-Cooper and the rest are selling standard "patents" at cut prices.

MERCK'S REPORT

March 1, 1897

OTHER SIDE OF THE CONTROVERSY

The Sultan Drug Company, of St. Louis, Mo., in a circular notice headed, "The Injunction Hurts," which they have recently issued to the trade, again direct attention to the injunction suit against George P. Engelhard & Co. in the United States Circuit Court, in Chicago, Ill. The Sultan Drug Company state that it was charged in their bill of complaint that the formulas for Cactina Pellets and Seng contained in George P. Engelhard & Co.'s Formulary were published maliciously and in contravention of the Sultan Company's exclusive right to these preparations. The Sultan Drug Company secured a temporary restraining order on Nov. 27, and on Dec. 7, 1896, their attorneys appeared in the United States Circuit Court, in Chicago, to suppress the motion, when the defendants stated that the injunction would be confessed and a perpetual injunction allowed, and the allegations of the bill of complaint confessed, if the plaintiff would waive damages. The Sultan Drug Company state that as they were "after an injunction to stop a continuing injury, and that was the main purpose in the suit, they accepted these overtures in the spirit n which they thought they were made."

WILL ASSIST DENEEN.

State's Attorney's New Assistants
Take Hold To-Day.

"It may not be known, but the grand jury has such a mass of work before it that an average of less than three minutes is given to each presentment. In such a rush as that the whole work is wasted unless care is expressed in the preliminary work.

A Bad Pill to Take.



"I know I am a great big old blue mass, but both of you can't take me."

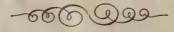
THIS IS AN ADVERTISEMENT!

Mr. McCONNELL'S Reply to Mr. KLINE.

To The Readers of THE PHARMACEUTICAL ERA:

The following reply to Mr. M. N. Kline was sent to the Pharmaceutical Era, January 2d., and returned by the Editor under date of January 5th., declining to publish it on the plea that he had already given me a hearing and his readers were surfeited with this correspondence. This is a rather surprising statement for one possessing the journalistic instinct and keen scent for real news of the Editor of the Pharmaceutical Era. I can readily understand the Editor's desire to shield his friend Kline from merited exposure and castigation, but inasmuch as he has permitted said Kline to libel me in the columns of the Pharmaceutical Era, I cannot permit this suppression of my reply, and in self defense am compelled to reduce the matter to a cold business proposition of this paid advertisement.

C. H. McCONNELL.



THE ECONOMICAL DRUG COMPANY,

No. 84 State Street.

C. H. McConnell, Pres. & Mgr.

Chicago, Jan. 2, 1897.

To the Editor:

In your issue of the 24th ult., my esteemed friend, the "Matchless gladiator" of the N. W. D. Association, makes a "Simple reference to some correspondence between us, that extends over a column and a half of abuse, vituperation and denunciation.

In effect, Mr. Kline pleads the baby act, insinuates that he was trapped into a correspondence for publication, admits having made a fool of himself by putting in black and white the fact that his firm "for years" has been selling cutters, and attempts to "modify" the damaging admission of deceit, hypocrisy and double-dealing by the qualification that his firm sold only those cutters "doing business in a large city where our refusal to fill orders could not possibly aid the competitors of such a cutter."

(By "ours" is presumably meant the firm of Smith, Kline & French Co., though they are not alluded to by name in Mr. Kline's long letter. The fact is, Mr. K. has been so long the Pooh Bah of the N. W. D. A. that he imagines he is the "whole thing" in every body with which he is connected.)

If I understand the meaning of the English language, and I confess to the difficulty of grasping it "as she is writ" by Kline, the above "modified" sentence means that K. would not refuse to fill orders from cutters in large cities where such refusal would possibly aid "the competitors" of such cutters, i. e., the regular, non-cutting druggists! Whilst that is the unquestioned reading of Kline's modified paragraph, I'll admit that he prob-

ably meant it otherwise. The fact is that Mahlon N-Kline is a victim of that baleful disease known as cacoethes scribendi, and a man whose whole time is passed in scribbling on any and every provocation or lack of provocation, necessarily says many foolish things.

With your permission, Mr. Editor, and at the risk of being prolix, I shall attempt to polish off this "matchless" humbug, and then leave him to the public exposure that is sure to overtake him when he goes on the witness stand in Philadelphia, in the case of Park vs. the, N. W. D. A. When that time approaches I confidently predict that the state of Mr. Kline's health will compel another trip to Europe, as on the occasion when he had the pins set up for his dupes and parasites to force through the Denver convention of 1895, an abortive plan, which was to cure all the evils of the drug trade, but which plan died a-borning, repudiated with scorn and contempt by the very men relied upon to car it into execution, i. e., the manufacturers of patent me icines.

I propose to analyze and disprove some of the stat ments in Mr. Kline's last letter. He claims that "f years . . . we positively refused to sell any good whatever, or have any account with, aggressive advetising cutters." . . "We still keep up this rule, an now refuse to have any dealings with those cutters do ing business in . . . cities and towns . . . when there is any chance that the legitimate retail druggist can maintain their ground in ridding (sic) themselves of unfair and unreasonable competition, and we also r fuse all orders from department stores."

The Palmetto Pharmacy Company, of Charleston, C., was an "aggressive advertising cutter" published such on Kline's official blacklist, and it completely d moralized the retail drug trade of the metropolis of South Carolina. When it got into financial trouble a couple of years ago or less, Dun's Mercantile Agency reported the satisfaction and discharge in full on the records of a chattel mortgage on drugs, etc., to the firm of Smith, Kline & French Co., of some \$7,000, or more—I forget the exact figures.

E. P. Mertz was the original and "aggressive advertising cutter" of Washington, D. C. So important was his trade that Mr. Kline, personally, as I am informed, made weekly trips to solicit it. But Mr. Kline treated his dear friend, Mertz, more considerately than he did his friends of the Palmetto Company, in that his (M's) name was never published in Kline's blacklist in company with the Economical and other "notorious" cutters, although other Washington cutters were on that delectable document! In this way Mr. Kline could swear that he was not selling to any cutter in Washington! Well, amongst the creditors of the failed firm of E. P. Mertz, last summer, was the firm of Smith, Kline & French Co., for about \$3,000! And Mertz has settled with his creditors at 25 cents on the dollar. I pity Kline & Co.!

A member of one of the prominent cutting firms of Philadelphia told me, and has told at least two old-time travelers in the drug business, that "his firm bought its main supplies of Smith, Kline & French Co. on terms that were perfectly satisfactory, without regard to rebate contracts." Whilst there was no reason for so stating other than the confidence existing between leading cutters for mutual protection and self-interest, there certainly was no reason for this gentleman lying about Kline, because I know his firm does buy of Kline's firm, and if he buys on the terms Kline claims he does, he is a fool!-which he is not, by any means. This may be 'mendacious and malicious" in that it is not legal proof, out I fully believe in its truth, and am willing to make affidavit to my part of it. Mr. Kline might increase his pluff offer of \$500 reward for proof of violation of rebate erms by his firm to \$50,000, and this gentleman would not betray him by legal proof. Leading cutters, unlike ome wholesalers, are honorable men, and whilst they nay compare notes privately, they will not betray the nen with whom they do business. There is one firm in Vew York with whom I have quarrelled and whose mangers and methods I despise, and yet I would scorn to se the power I have over them.

The firm of Park & Sons' Co. formerly sold all the cuters in Pittsburgh, giving them an open and avowed dispunt in direct violation of the rebate plan. They sell one of the Pittsburgh cutters now! I was informed by traveling drug salesman of repute that the trade had one of Philadelphia. But stay! Can it be possible that he first assistant "matchless gladiator" and chief engieer of Kline's abortive "Denver plan," George A. Kelly, pllowing the example of the originator of that ridicuus phrase, ex-President J. C. Eliel, of Minneapolis, is elling the local cutters on the plea advanced by Eliel, at if he did not so sell the trade would go to his wicked other wholesale druggists of Chicago?

The Giant Chemical Company, of Philadelphia, owned controlled by Kline & Co., makes Acorn-salve, sold on

the rebate plan. The Company has recently advertised special inducements to retail druggists which were equivalent to about 15 per cent. less than the price charged wholesalers. A certain "notorious" cutter of Cincinnati, for years on Kline's blacklist, accepted the offer, and ordered the goods shipped via Park & Sons' Co. Kline replied that he had no dealings with that firm, but would ship direct, freight prepaid, which was done! Here is consistency, with a vengeance! Kline issues the cut-off list for the express purpose of notifying contract manufacturers whom not to sell to, and yet when it comes to his own rebate goods he deliberately fills the order, and at a less price than he would sell ten gross to the jobber! This is a direct contradiction of Kline's asertion to the contrary in his letter to me of Nov. 27, 1896.

But why multiply these nauseating examples of deceit, duplicity and double-dealing, which I might do by the page? I think all dispassionate readers will agree that I have fully proved my case. I don't think that even Kline will now have the effrontery to claim that I am "stating a malicious and willful falsehood." I agree with him that "men built mentally and morally as is Mr. McConnell" will not accept his denials!

Why, in the same issue of the Era containing Kline's letter, to which I am replying, is a letter from Kline to the trade, calling attention to a "communication sent by four proprietors . . . expressing a desire to sell quantity lots . . . at bottom discounts to retailers (which means cutters and department stores)"; and this is followed by a protest to said proprietors, undoubtedly written by Kline, and signed by seventeen other chumps, in which they give themselves away in this delectable fashion: "For ourselves, as jobbers, we must protest against your proposed action" (selling to cutters and department stores) "as we cannot heartily continue to serve your interest as heretofore, if you take to yourselves OUR BEST AND LARGEST CUSTOMERS in your goods!" i. e., the cutters and department stores! Isn't that deliciously droll? That's where the deadly cacoethes scribendi gets in its work!

In closing, Kline plaintively asks "if it does not seem strange that if I . . . have been so friendly and helpful to the cutters, . . . that I should be subjected to the malignant attacks which characterize this correspondence." In my opinion, Kline is a friend of nobody but Kline! He is the personification of selfishness and greed. He is a king of bulldozers, and, like all such, a coward at heart. He is a pigmy leading a band of giants, blind to their own self-interest. If Park had taken him by the throat years ago, as he should have done, he would have been by this time a hazy recollection, associated with a bad taste in the mouth!

I am done with Kline forever. Let him do his worst—surround me with spies and sneaks, as in the past. I despise and defy him! If I have unmasked him and shown him in his true colors, my task is done. It has been a disagreeable one, but the case demanded heroic treatment.

Thanking you, Mr. Editor, for your fairness and courtesy, and apologizing for the unavoidable length of this communication, I am, very truly yours,

C. H. McCONNELL.

The Kline Association.

• (4(+)+) •

The leading wholesale druggists of America, many of them successors to a long line of honorable houses established before upstart "Matchless Gladiators" were born or thought of, must feel highly flattered at being led by the nose into devious paths and dishonorable methods, by one more fitted for the position of chief of detectives of a Pennsylvania village, than of manager of the affairs of a great National Association *not* instituted primarily for the benefit of sneaks and spies.

The application of these introductory remarks is best furnished by a perusal of the following extraordinary editorial from the *Pharmaceutical Era* of October 15, 1896, page 492:

" GLADIATOR " KLINE.

In his annual address before the National Wholesale Druggists' Association, President Eliel hailed the chairman of the Committee on Proprietary Goods as "this matchless gladiator in the arena of debate," a sentiment which was applauded rapturously. Before the convention was over, in view of the attacks upon them made by the John D. Park & Sons Company, the association voted so many powers and priveleges to Mr. Kline, that his position is now more like that of a Roman dictator than gladiator. Not that Mr. Kline is unworthy of the trust reposed in him. He has proved himself the right man in the right place for the past nine years, and his added authority is referred to here only to show how highly he has been honored:

I.—The committee of which he is chairman is to be appointed by the president after consultation with the members of the association, including, of course, Mr. Kline himself. Last year it was made a representative body, the thirteen sections each choosing a member. Naturally a committee made up in the latter way is less tractable than one selected by a president, especially if that officer is in thorough sympathy with the chairman.

2.—A weapon to whip the proprietors into line was put into Mr. Kline's hands by a resolution of the Manufacturers' Association, asking the N. W. D. A. to cut off from their official rebate list all goods nominally restricted, but the proprietors of which do not actually enforce the terms of their contract. The Wholesale Association also recommended the proprietors to announce their position on this question.

3 - The treasury was opened to Mr. Kline by a resolution authorizing the payment of all bills on a joint order from the president and the chairman of the Proprietary Goods Committee.

4.—Should the treasury become empty, it may be replenished by an assessment to defray the legal expenses in the Park suit, according to a motion submitted by Mr. Kline himself and

unanimously adopted.

It is an extraordinary testimonial to the confidence reposed in the chairman of this committee that to him are committed practically all the powers of the association, subject in financial expenditures only to the necessity of securing the signature of the president. He has got their hearts and their pocket-books. He could ask nothing more.

("THE ITALICS ARE OURS ")

Gentlemen of the National Wholesale Druggists' Association, are you not proud of being paraded as a lot of vassals and serfs? The "Gladiator" cracks his whip and you dance, a la Wild West! He assesses you for hire of a swarm of detectives to pry into the affairs of honorable merchants and manufacturers in all parts of the country, and you meekly submit! He uses the autocratic power you put into his hands for purposes that will not bear the scrutiny of honest investigation, and you tamely record his decrees!

How many members of the Association have ever seen the extraordinary bills of expense turned in by this dictator? By what committee were these expenditures of \$10,000 to \$15,000 per annum for sneaks and spies audited? Is there any check or hindrance to this despot? Many a man who would not stoop as low as this has gone on a pleasure trip to Europe on the unconscious assimilation of funds entrusted to him unchecked and of unknown amount!

WHO IS THIS MAN KLINE?

Read the answer in the Pharmaceutical Era of January 14, 1897, pages 10 and 11. This is the man chosen as the leader of representative American merchants! This is the man deputed to correct the abuses of the drug business! This is the man who poses as a friend of the poor retailers, and on whom they rely to crush "cutters!" Can irony go farther?

It is to the credit of the wholesale druggists of Chicago that but two of the six firms permitted by Ringmaster Kline to live and do business, are members of the N. W. D. Assn., and those two not the leading ones by any means. Two of the largest and best firms have withdrawn in disgust within a year. Their places have been filled (?) by wholesale (!) druggists from Podunk, pecterville and Cheektown, or equally great centers of trade and commerce, and ne N. W. D. A. has been heralded as prosperous and growing! Bah!

ABOUT MONUMENTS.

The following unique contribution to the literature of contemporaneous human interest was published in the *Pharmaceutical Era* of November 5, 1896, page 588. The literary ear-marks are so transparent that we are in-Kline-d to locate its inspiration not a thousand miles from the city of brotherly love—of self!

BUILDED BETTER THAN HE KNEW.

A memorial tablet should be engraved and hung up somewhere or other in honor of the John D. Park & Sons Company. Not since the organization of the National Wholesale Druggists Association has any single wholesale drug house conferred so many and so distinguished benefits upon that body as has the Park Company. The business world hates one who demoralizes established business customs. All creation abhors a violator of contracts. The publicity into which the organization was brought by being hauled into the courts by such a man, has largely augmented its membership.* The malignant assaults of an outside foe have stimulated the loyalty of all the members. If ever there were differences among them, there are none now. Such unanimity, such enthusiasm, such generosity, as were manifested during the last days of the recent convention of the association in Philadelphia are the precious fruits of Park's futile efforts to disrupt and destroy the organization.

Park's futile efforts to disrupt and destroy the organization.

Not the least of his services is illustrated by the order handed down last month by Judge Russell, in accordance with his decision on the motion of Gen. Wager Swayne to continue the preliminary injunction in the New York suit, pendente lite. That order simply enjoins the members from conspiring, a thing they never did. It also distinctly permits them to obtain and impart information as to the manner in which the plaintiff conducts his business. That is the only thing done by the association, the legality of which was in doubt. The thanks of the association are due the Park Company for proving that the work of the Committee on Proprietary Articles is lawful. By all means get up a tablet in honor of Park.

*Gained five alleged wholesalers; lost perhaps a dozen real ones.

Not to be outdone in generosity, the 400 cutters who terrorize the 37,600 lambs of retail pharmacy are hereby called upon to contribute one nickel each to the erection of a monument to our best friend. To those who may object to thus honoring the deceased before burial, the following is apropos: An Irishman visited a cemetery where several of his friends were buried, and entertained himself by reading the epitaphs. He came to one that read, "Hic Jacet, Patrick O'Toole, died March 17, 1890, aged 53 years. I still live." "Be jabers," said Mike, "if I'd been dead as long as O'Toole, I'd own up to it! 'Hic Jacet,' be dad! of course he lies, and it's to his credit that he owned up to it!"

Contributions may be sent to C. H. McConnell, 84 State street, Chicago, who was vouched for in life by the deceased as a fairly representative "notorious" cutter.

The following has been submitted as an appropriate inscription for a tablet of imperishable brass—appropriate metal!

Hic Jacet

(As he did in life!)

A Matchless Gladiator

who tried to wreck

A Noble Association

of Wholesale Druggists

By Greed of Power

and Perversion of its Original Aims and Objects.

He had a bad case of

Cacoethes Scribendi

which caused him to lose his balance, and

Run against a Buzz Saw

in the wild and woolly west, with fatal results.

Let His Tragic End

emphasize the fact that Honesty is the Best Policy.

Requiescat in Pace

NOTE EXPLANATORY. - For the information of the sexton in answering inquiries from mourning friends not up in the dead languages:

Hic Jacet--Here lies.

Cacoethes Scribendi-An itch for scribbling.

Requiescat in Pace-May he rest in peace.

